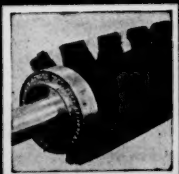


# LEATHER *and* SHOES

*The International Shoe and Leather Weekly*

JANUARY 27, 1951



## METLKOR

(Reg. U. S. Pat. Off.)

THE CORE IS THE

HEART OF THE BRUSH



Used by efficient tanners because they do not sag, split, or get out of alignment, outlast other brushes by far. Bristle permanently anchored in place by our patented process—does not shed, and can be replaced when worn.

"METLKOR" brushes resist corrosion and do not absorb and hold color. Easily cleaned of color, dust, or dirt. They are safe to store when not in use.

"METLKOR" brushes are the most efficient brushes you can use for all tanning purposes. Send for catalog.

"METLKOR" cylinder brushes are used by tanners for oiling off, seasoning, feed, buffing, brushing, bolster washing, sponging, conveyor cleaning, etc.

All types of bristle available including hog, fibre, nylon wound on the metal cores by our patented process, and renewable when worn.

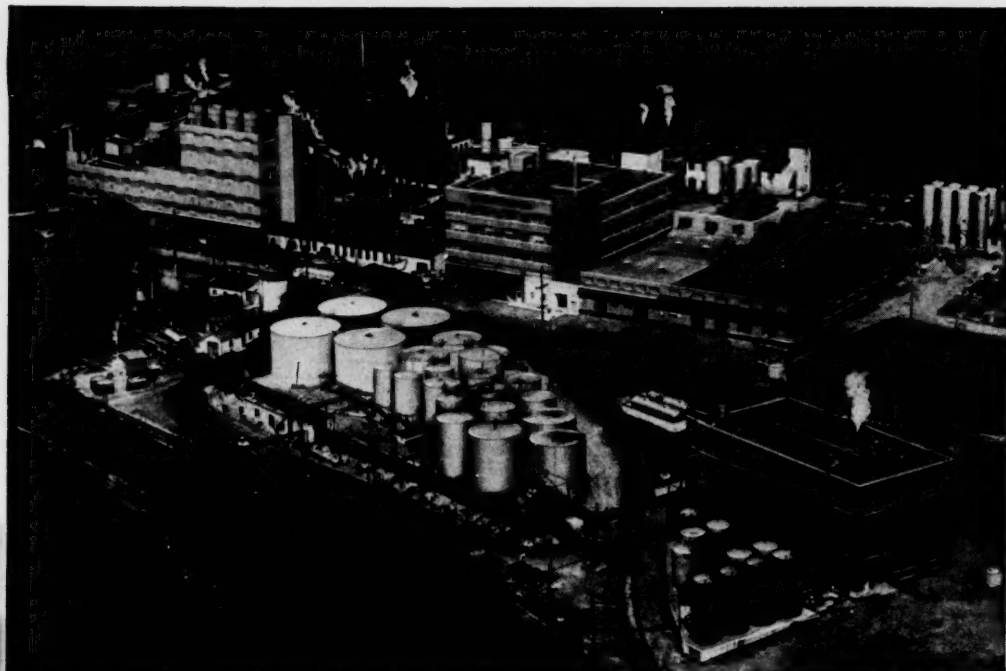
All metals used in "METLKOR" cylinder brushes may be corrosion resisting. Cores are cold drawn steel or aluminum. They cannot warp or split. Ends are machined for perfect fit and alignment.

For complete information write for our illustrated Bulletin No. 11.

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*Manufacturers of Industrial Brushes Since 1877*



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Suede Oils	

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Luxolene and other Synthetic Esters	

### STUFFING OILS AND COMPOUNDS

### SPECIALTIES

Alum Stable Oils	Synthetic Detergents
Degreasing Agents	Synthetic Esters
Water-Soluble, Non-Ionic Fatliquors	

LEATHER OILS DIVISION

**E. F. DREW & CO., INC.**

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PHILADELPHIA

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No. 5030—Extra firm cork platform.  
For wedge heels, etc.



No. 5040—Dense firm cork platform.  
Holds straight edge.



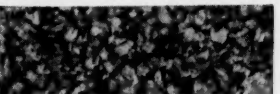
No. 5030—Medium dense cork platform.  
Firm and resilient.



No. 5616—Light cork platform for  
various shoe designs.



No. 5601—Soft cork platform. Used also  
in sport shoes, rubber footwear.



No. 5114—Lightest, softest of all the  
cork platforms.



RK-390—Extra flexible cork-and-rubber  
platform material.



RC-386—Cork-and-rubber platform.  
Holds a good edge.



No. 5748—Cork and synthetic material.  
Firm, resilient, flexible.

## This manufacturer wanted a SQUARE-EDGE platform



and he found it  
in the  
Armstrong Line

Town & Country Shoes, Inc., of St. Louis, designed this attractive shoe with a special platform in mind. It should be resilient and comfortable yet keep a square edge under a tight wrap. They found just the platform they wanted in the Armstrong Line . . . Armstrong's RC-386 material.

Armstrong's RC-386 is a cork-and-rubber composition. It cuts clean and handles well in the machines. Like all Armstrong platform materials, each sheet is precision-cut to the exact thickness specified. No "thicks" and "thins" upset production.

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the complete line of platform materials

ARMSTRONG CORK COMPANY • SHOE PRODUCTS DEPARTMENT • LANCASTER, PENNSYLVANIA

January 27, 1951

LEATHER and SHOES

## LETTERS TO

# L&S

This column invites the opinions of all L&S readers.

### Factory Conference

In your issue of November 18, 1950, we read with great interest the articles concerning the Factory Management Conference, which was held in New York on December 4-6. We are sure that many valuable points were raised and were wondering whether a synopsis of the proceedings has been or is being issued.

A. G. KING

Barratts Shoes  
Northampton, England

(Note: We have received several inquiries along these lines. We believe that such a synopsis of the recent Factory Management Conference has been prepared by the sponsors, the National Shoe Manufacturers Association, but is available only to member firms of the Association. Further information on this can be obtained by writing to the Association: Room 940, Chrysler Building, New York 17, N. Y. Editor.)

### Vive ECA!

It's gratifying to read that news about some of the French shoe manufacturers stepping up productivity as much as 50 percent following the U. S. tour of the French shoe productivity team which visited our factories here with ECA funds. It's about the finest example of the possibilities of international teamwork and the real help we can give by sharing our greatest resource—industrial know-how and efficiency. Vive ECA!

B. L. FIORE

New York City

### Wishful Thinking

Your editorial of January 20 stating leather and shoe controls are bound to follow those on hides and skins is the first realistic approach I have heard. Anyone who thinks ceilings of hide and skins prices will effectively curb inflation on leathers and shoes... is indulging in wishful thinking.

SIDNEY CROSS

Columbus, Ohio



# LEATHER and SHOES

ESTABLISHED 1890

Vol. 121

January 27, 1951

No. 4

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### THE NEWS

SCHNITZER SEES NO SHOE RATIONING FOR SEVERAL MONTHS  
BAY STATE LEATHER WORKERS WIN 10c WAGE HIKE  
HIDE CEILINGS EXPECTED DAILY  
U. S. PLANS INTERNATIONAL RAW MATERIALS QUOTAS  
CUT CIVILIAN QUOTA OF SYNTHETIC RUBBER

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LEATHER and SHOES

January 27, 1951



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INSOLE-ATED  
WITH  
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**A BETTER SHOE  
PER FOOT!**

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Brown Company's complete control of manufacture from raw material to finished product . . . its quarter century experience in making insoles assure you that ONCO will continue to set the standards for quality in the insole field.

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Remember that an ONCO insole—foundation of the shoe—makes any shoe a better shoe. When you buy, specify ONCO—and nothing but!

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# WE NEED NO SHOE RATIONING

*Short of war it offers nothing constructive and can do damage*

**N**OW that leather and footwear price controls are a virtual certainty, the next big question is: Will we have shoe rationing? And if so, when?

Already this is in the semi-official talking stage—to say nothing of the comment rife in the industry. Some foresee shoe rationing before mid-year, and almost certainly before year's end, barring radical changes for the better in the international picture.

But before any attempt is made to answer the question of whether we will have rationing, economic sanity requires that another question first be answered: *Should* we have shoe rationing?

Editorially, our answer is a positive no.

Under the present mobilization program, to impose shoe rationing would be grossly unsound and unnecessary. There is only one justification for rationing: insufficient supply of the product to allow for equitable distribution of essential needs. A look at current or near-future supply of footwear makes clear one fact: there is more than enough shoes to supply all military and civilian needs, and then some, with no undue strain on the shoe industry or its sources of supplies.

## 650,000,000 Pairs Possible

The industry, with virtually no required increase in present plant or production capacity, can turn out 650,000,000 pairs. Even with the enormous increased output of 100,000,000 pairs, as estimated by the National Shoe Manufacturers Association for 1951, the total output for the industry would amount to about 590,000,000 pairs, still substantially under full capacity.

But what about materials to make this many pairs? Leather supply is ordinarily equivalent to about 425-450 million pairs. This might now be reduced to about 400 million, the difference going to military needs

## L and S Editorial

Reprints available at nominal costs:  
Up to 100, 10c each; 200-500, 5c each;  
1000-3000, 2½c each; 5000 or over,  
1½c each.

this year. Well, if we make 590 million pairs (as is probably unlikely) in 1951, out of what will we make the remaining 190 million pairs?

First, consider that shoe fabrics, even before Korea, were experiencing a sales boom. Many of these fabrics are available in good supply. Consider that before the last war about 79 percent of all shoes had leather soles, whereas today it is slightly above 50 percent. Synthetic or non-leather soling materials are important to the industry today, and particularly from a conservation standpoint under a mobilization program. Synthetic upper materials are appreciably improved over the pre-war and wartime products.

As to soling and upper materials there is quite enough to make all the shoes we'll need this year. True, quality might decline in some shoes—but if matched by lower prices for value received, then the consumer is given fair treatment. Such low-priced low-quality shoes are, as we well know, quite common in any peacetime year when there is neither rationing nor price controls, plus an abundance of better quality materials.

Barring an outright war, shoe rationing serves no constructive purpose whatever for the consumer, the industry or the country. If the industry is equipped to provide all the shoes required, why impose supply limitations for the consumer, to say nothing of the costly, aggravating maze of red tape which is part and parcel of any rationing program? That would be creating difficulty and confusion where none was justified.

In the last war, with some 13,000,000 men under arms, about 19 percent of our production of princi-

pal leathers went into military use. (Cattlehides, 25.3 percent; calf and kip skins, 21.7 percent; goat and kid skins, 10.3 percent; sheep and lamb skins, 11.6 percent.) In 1951 our contemplated armed forces will number 3,500,000 men. Thus, we can estimate that only one-fourth the amount of leather that went to the armed forces in the last war will be required this year by the military. In short, about five percent of 1951 leather output will go to the armed forces. There is no sound reason why a "reduction" of five percent in the civilian or total leather supply should warrant shoe rationing.

## Military Needs Different

And we should keep in mind, too, that in certain items where leather was used in the last war, non-leather items will be used now for such military items. For example, an appreciable portion of some types of military footwear will this time carry non-leather soles to a larger extent than in the last war. This tends to "free" more leather soles for civilian use; more, that is, than were available in the last war. Also, in the last war about 700 different military items made use of leather. How many of these items are now being made, or will be made, out of non-leather or "substitute" materials found to suit the purpose satisfactorily?

Washington is understandably bitten by the controls and government regulations bug. But there is no reason why the fever should be allowed to advance to a point where the patient becomes hysterical and goes berserk with such sweeping decrees as shoe rationing. If we are to have rationing of consumer items, let it be on a selective basis, applying to all items where serious shortages of raw materials threaten equitable distribution of consumer goods or hamper the flow of military and defense needs. But let's have no blind, reckless shooting where the destructive results far outweigh the constructive.



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936 N. 35th St.

# INDUSTRY MARKET REPORT

## Outlook on hides and skins, leather and shoes for the first quarter

by  
John H. Patterson

Economist  
National Shoe Manufacturers Association

**P**RODUCTION last year was approximately 490 million pairs, on a revised basis, compared with 473 million pairs the year before. This is not a large production, all things considered, but it is worthy of careful scrutiny for several reasons. It

provides the best clue we have to our leather supply picture. It also throws light on the extent to which retailers have engaged in anticipatory buying.

We are not much concerned at the moment about the possibility that

retailers may have a few more shoes on hand than are necessary to take care of their customers' current needs. It was indeed fortunate that dealers' shelves were well-stocked with shoes when we entered the last war.

The Federal Reserve Board Index of Department Store Stocks, in dollars (1941=100) shows that in November, which is the latest month for which figures are available, women's shoes stood at 1085, compared with 469 in November 1941. Men's shoes in upstairs departments stood at 1105 in November 1950 compared with 660 in November 1941. In the basement store, inventories were 610 compared with 404, at the outbreak of World War II. Using average factory value as a "deflator" the comparison is as follows:

	Nov. 1950	Nov. 1941
Women's	301	221
Men's	307	311
Basement	169	190

In October, the Tanners' Council estimated October production at 37.5 million pairs. This was based on shoe manufacturers' own estimates of what they expected to make. In November the estimate of October production was revised upwards to 41.7 million pairs. The Census figure, which just became available last week, was 44.1 million pairs. A preference for merchandise rather than dollars is developing. It was this which led us to predict several weeks ago that if materials are available, production might easily jump 100 million pairs this year, just as it did in 1941.

(Continued on Page 38)

Weekly Record of Hide and Skin Prices Since June 23, 1950

Date	Butts	Light Native	Cows	Sheep	Kip	Heavy Calf	Light Calf	Amritsars
June 23	20	25	13	50	62½n	66n	10½	
30	20½	25	13	50	62½n	66n	10½	
July 7	21½	26	13	50n	62½n	66n	10½	
14	24½	29n	13	55	62½n	66n	10½	
21	25½	29	13	55	65b	70b	10½	
28	27	30	15	57½b	67½	72½	11	
Aug. 4	27½	31½	16	60n	70	75	11	
11	26½	31	16	60n	70	75	11½	
18	25	28½	17	60	70	75	11½	
25	26	29½	16	62½	72½n	77½n	11¾	
Sept. 1	27½	31	16	62½	75	80	11¾	
8	29	32½	16	62½n	75	80	11¾	
15	30	33½	17	63	75	80	11¾	
22	29	33	17	63	75	80	11¾	
29	29	33½	17	63	75	80	11¾	
Oct. 6	28½	33	17	62½	75	80	11¾	
13	28	33	18	60	75	80	11¾	
20	28	33	17	60n	75	80	11¾	
27	28½	34	17	60	75	80	11½	
Nov. 3	29	35	17	60	75	80	11½	
10	29½b	36	17½	60	75b	82½b	12½	
17	31	37	16½	60n	77½	82½	12½	
24	31	37	17	60	77½	82½	12½	
Dec. 1	31n	36½	17	60	77½	82½	13½	
8	30½	36½	17	60	77½	82½	13½	
15	31½	37½	17	60	77½	82½	13	
22	31½	37½	17½	62½	77½	82½	13	
29	31½	37½	17½	62½	77½	82½	13	
Jan. 5	33½	39	17½	60	77½	82½	14	
12	35½	41	18½	63½b	82½	87½	14	

n—nominal  
b—bid



1. ADE-I-TAN is a synthetic material that is more durable than leather.
2. ADE-I-TAN is a synthetic material that is more resistant to wear and tear than leather.
3. ADE-I-TAN is a synthetic material that is more resistant to moisture and water than leather.

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POSITION \_\_\_\_\_  
COMPANY \_\_\_\_\_  
STREET AND NUMBER \_\_\_\_\_  
CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

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PITTSBURGH 30, PA.

# MERCHANDISING AT THE FACTORY LEVEL

*Building sales through credit bases, shoe cartons, other means*

by  
**Roland Haviland**  
Sales Promotion Manager  
Stetson Shoe Company

**H**ANDLING of orders, the life blood of any business, is extremely important. Whether they come in from your salesman or direct from the customer, each order should be subjected to the most careful handling you can arrange. Money spent on setting up a fool-proof order system will never be wasted.

Following the orders in importance is the matter of shipping. How many orders have been cancelled due to late deliveries, poor packing and misshipments? You don't get your money unless the shoes are delivered to the store on time and in good condition. Your shipping room is just as important as your lasting room, and a good shipper is a decided asset. If, for any reason, materials are not on hand or available for you to make the shoes on time, you should immediately notify your customer of the situation and tell him frankly when you expect to ship. Cancellations will be avoided in most cases. The retail buyers are usually well informed on market conditions and know when leathers and other materials are scarce.

Credit is another tremendously important part of most shoe businesses. This should be handled by a person who is trained in the many intricacies of passing credits and collecting money. Many a good customer has been lost because of crude, brash credit methods. "Pay up or shut up" is not a good slogan for successful business, yet it is surprising how many credit departments are operated on that basis.

Every manufacturer, especially those doing a large volume of business, runs into the unpleasant experience of sending out "round trippers," shoes that make fast trips out and back. If not handled carefully and with an understanding of the customer's viewpoint, much harm can be done to the customer relations. All complaints are dynamite, and should be handled as such.

## Shoe Cartons

How about your cartons? Do they make a pretty picture on the retailer's shelves? Many times the retailer's shelf measurements do not check with those of your cartons, therefore it is necessary that in the design of the boxes care should be taken to make them of a size that will fit most standard shelving. If your cartons are not the right size, or of pleasing design, they may get stuck way back out of sight where only the most ambitious young sales person will take the trouble to look for them. These cartons are more than paper coverings for your shoes. They speak for you from the shelves of the store, so make sure they are talking in a pleasing manner, one that is complimentary to both you and the store owner.

## In-Stock Departments

Those manufacturers who operate in-stock departments are an important factor in the merchandising scheme. A properly managed stock department is a great asset. In setting up such a department the management should determine what type of department he wishes to operate. Will it be expected to fill all orders that

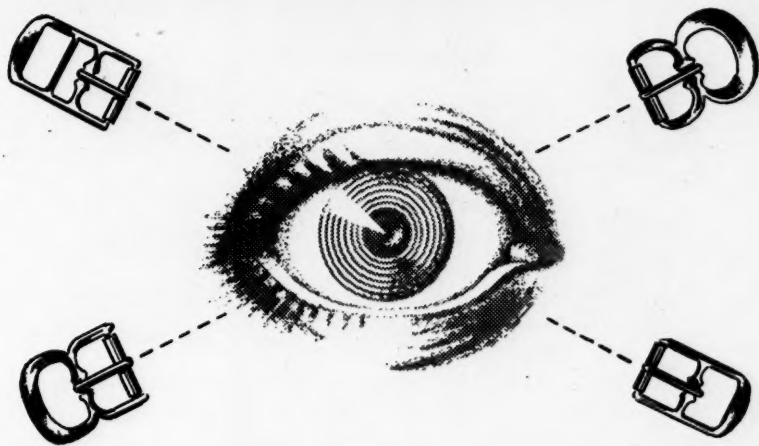
come in, regardless of size, or will it handle size-up orders only, leaving it to the factory to make all initial orders? Once this is settled upon, the customers should be told what to expect in the way of stock service. It should be operated so as to give a maximum of service to the customer. In building a stock department the styles to be carried must be saleable and of such style that they will be steady, long-range sellers. A valuable asset to a profitable stock department is the size range carried; the wider the range the more valuable your stock department will be.

It is expected that occasionally sizes ordered will not be available for immediate shipment. In this case your well run stock department will notify the customer of the date on which the missing sizes will be shipped, and most important of all, will see that the promise is kept. No retailer enjoys receiving word that "the size ordered will be shipped in about four weeks, or as soon as possible." Tell them the exact date, and you'll build up good will.

The whole idea of merchandising via the stock operation is to give service. If your factory is not set up to do this don't try to run an in-stock department.

The in-stock catalog is the bible of the in-stock service and probably the most valuable piece of printed matter you publish. An elaborate catalog is not necessary, as long as it is compact, complete and published early enough each season to enable your

*(Continued on Page 43)*



## *What do you see in a RONCI Buckle?*

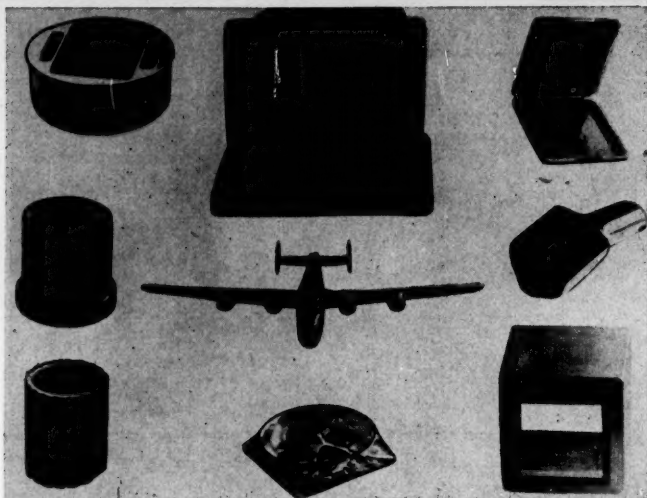
At first glance most buckles look alike...  
and it's easy to form the mistaken opinion  
that "all buckles are the same."

RONCI BUCKLES, however, are a quality item in a class by themselves! They're often imitated—but never duplicated—because of their superior workmanship, originality of design, uniformity of size and elegance and durability of finish! What's more, RONCI offers you the largest selection of Buckle and Ornament designs in the trade!

*You can't buy better than the best—so  
write or wire today for samples and prices!*

# ***F. RONCI CO., INC.***

**CENTREDALE, RHODE ISLAND**



*Resin-bound moldings and cast of the general types shown here have been made with leather-dust fillers for greatly improved physical properties.*

## RECLAIMING LEATHER DUST

*This tannery waste material can now be profitably converted*

By Thomas A. Dickinson

**A**LTHOUGH it has long been regarded as scrap in most American tanneries, leather dust (sometimes known as leather "flour" or "powder") may soon become one of the more profitable by-products in the manufacture of leather goods—thanks to recent developments in the field of synthetic resins.

Leather dust is a light, fluffy substance which can be purposely produced by milling all types of leather scraps—although it is normally encountered in the form of a powder blown from buffing and sueding wheels. It has been rather extensively collected in Europe over a period of many years for use as a filler in calking compounds and as a constituent of coatings for artificial suede or sueded fabrics, but has heretofore



*A semi-artificial leather casting, comprising leather dust bound with a well-plasticized vinyl resin, is literally turned inside out to indicate its flexibility. This casting, prior to stretching, has a disc-like shape and a depth of about two inches.*

failed to find an appreciable number of commercial applications in the United States due to the availability of other materials for the same general purposes at a relatively low cost.

Leather flour remains somewhat expensive in comparison with other filler materials, since its production or recovery necessitates careful processing to assure a desirable degree of uniformity with reference to purity, mesh, and color. However, recent work accomplished by western tanners and resin manufacturers indicates that leather dust has a considerable variety of advantages which can offset the disadvantage of high cost—at least, until the latter can be reduced by new production methods.

For example, exhaustive tests have shown that leather-dust fillers or pig-

ments for natural and synthetic elastomers can greatly increase the abrasion resistance of rubber products without a parallel loss of flexibility—while similar leather constituents for thermosetting plastics permit the fabrication of moldings and casts with more flexural strength and less weight than could be anticipated where conventional wood and fabric fillers are utilized.

Leather dust for the work in question was obtained by pulverizing leather scraps with ball-mill equipment of the type used in ceramic work, and by screening the fluffy by-products of buffing or sueding wheels. Scraps were segregated prior to processing in accordance with their respective colors, and infra-red heating equipment was used to dehydrate the powder-like materials prior to screening.

After screening, materials were graded according to the mesh of the screens through which they were processed. Grades ranged from about 100 to 300 mesh, of which the latter was comparable to a fine grade of face powder, and the weights of all grades averaged about 20 bbl. per ton.

#### Not "Bulking Agents"

Materials were then selected for various applications in accordance with their respective colors and the molecular dimensions of different binding mediums; and, in general, their function was analogous to that of sand or gravel when the latter are mixed with cement and water to produce concrete. The latter analogy is particularly significant because most resin fillers—unlike the fillers in concrete—are merely "bulking agents," which reduce the cost of a resinous mix by increasing its bulk without appreciably altering the physical properties that could be attained with an unfilled mix.

Generally speaking, the function of a resinous binder in the reclamation of leather dust is to wet the dust particles so as to replace the protein binders (which adhered the particles in their natural state) when the resin is polymerized or converted from liquid to solid states. For example, in the fabrication of "semi-artificial" leathers, elastomeric resins such as rubber-latex thermosets and polyvinyl-chloride thermoplasts have been combined with substantially equal quantities of leather dust together with catalysts and plasticizers by means of a Banbury mixer to create a dispersion which could be hot-milled into sheet stock. The sheet stock was later molded or embossed for leather-grain effects.



*Coarse leather dust can be pneumatically sprayed over leather and other materials with tacky primer coatings to produce suede-finish effects. As indicated here, such work involves the use of conventional "flocking" equipment.*

Compared with artificial leathers (many of which fundamentally comprise polyvinyl chloride resins with clay fillers and inorganic pigments), semi-artificial leathers are exceptionally tough like natural-hide materials. Yet they may be far more flexible than most grades of natural leather, are not susceptible to deterioration with age, and (if made with thermoplastic binders) can be reclaimed whenever necessary by heating and re-molding.

Incidentally, it is interesting to note that, aside from their color and mesh dimensions, dusts obtained from virtually all commercial hides have the same fundamental usefulness when rebound with natural or synthetic resins.

Compression-molding materials for the production of dimensionally-accurate gaskets, packings, and other articles with varying degrees of rigidity and flexibility have been compounded by binding leather dust with phenol-formaldehyde and polyester resins. These materials were simultaneously polymerized and molded at pressures ranging upward from about 25 pounds per square inch at temperatures averaging 200° to 300° F., and the resultant products had much better heat resistance than equivalent plastic moldings plus higher compressive strength than leather-wax moldings.

Water-soluble strip coatings with improved scratch resistance for use as masks in the spray-finishing of industrial products have been made by combining leather dust with polyvinyl-alcohol emulsions—which are, of course, used alone as strip-coating materials where no appreciable amount of abrasion resistance is essential.

Artificial suede finishes on leathers and many other materials have been produced by priming the material surfaces with spray coatings of cellulose, acrylic, and related coating compounds; and by using pneumatic flocking guns to imbed coarse leather-dust particles in the coatings before the latter lost their tackiness.

In plastic casting resins, which can be mold-fabricated with little or no heat and pressure, fine-mesh leather dusts have been used as non-blendable pigments for unusual color effects; and, in the hot-melt flexible molds which are now being rather extensively used for plastic-casting purposes, fairly small quantities of leather dust have been added to vinyl-resin and wax constituents to reduce shrinkage when the molds were cast and cooled.

Organic finishing compounds, such as lacquers and enamels, have been pigmented with leather dust to pro-

*(Concluded on Page 46)*





Shoemen do a  
**DOUBLE-TAKE**



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and  
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**TAKE**

with  
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FABRILITE\***

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"Fabrilité," a product of the Du Pont laboratories, is a specially compounded vinyl plastic supported with a fabric that sets new standards in simulations of fine leathers and other costly shoe fabrics.

"Fabrilité" simulates the natural grain of fine leathers and resists disappearance of the grain when the shoe is properly lasted.

"Fabrilité" can be pulled around platforms and heels without the weave striking through as in ordinary coated fabrics.

"Fabrilité" has remarkable resistance to flexing, abrasion, stains and dirt. Reduces cripples to a minimum.

"Fabrilité" comes in sparkling colors, all soap-and-water washable. Red, Blue, Green, Camel and White.

"Fabrilité" is available in best-selling simulations of fine leathers and costly fabrics. Elk and Palomar.

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### TO SHOE RETAILERS:

The password for peak profit this Spring is "Fabrilité," DuPont's amazing new fabric-supported vinyl plastic shoe material. Shoes fashioned of "Fabrilité" have everything your customers clamor for . . . "double-take" authenticity in every simulation, exciting, washable colors and that twice-the-price look. Little wonder smart retailers place so much stock in "Fabrilité!"

### TO SHOE MANUFACTURERS:

"Fabrilité" is unlike any shoe fabric you've ever used. Even experienced shoemen stop in their tracks and do a double-take when they see "Fabrilité." For "Fabrilité" simulates the exact texture, grain and glow of best-selling genuine leathers at a price that means re-orders all year 'round. Use "Fabrilité" in two important weights — 180 and 4804 — the perfect combination for every type of shoe.



\* "Fabrilité" is Du Pont's registered trademark for its fabric-supported vinyl plastic shoe material.

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# NEW DEVELOPMENTS

## *What industrial science is doing to improve the job*

### DETACHABLE SANDAL STRAP

By the simple expedient of a snap-fastener placed at the end of a sandal strap opposite to the buckle, a quick and easy closure is provided. The strap, once adjusted to the buckle, for comfort and fit at the ankle, is snapped off and on, and the adjusted buckle needs no further handling when this design is followed.

In the design of sandal involved in this closure development, the strap is passed through a slotted loop of the tongue extending upward from the sandal's vamp. The snap-fastener closure is placed on the inner side of the quarter to engage with its fellow-member on the end of the strap.



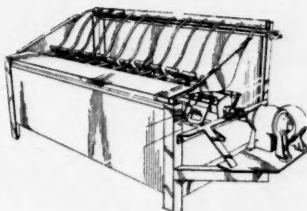
This idea of leaving the strap and buckle permanently engaged, once the fitting adjustment is satisfactory, is not confined to this type of sandal, nor is it necessarily limited to a snap-fastener. Any closure that is easy and handy to the reach will effect the identical improvement in quick opening and closing.

Source: Max A. West, Louis Aurich, New York, N. Y.; Pat. No. 2,505,076.

### DE-HAIRING MACHINE

A relatively simple machine has been designed to remove hairs and bristles from hogs. Scraper blades, revolving in sets of four are placed at close intervals.

A carcass is placed in a receiving cradle. The floating-type mounting of this cradle-acting receiving grate is intended to prevent mutilation of



the carcass when the scraper blades are in motion and exert a forward and downward pressure against the skin, to scrape off bristles and hair.

The rotor is equipped with a series of scraper elements consisting of arms and scraper blades. Frictional engagement of the scraper blades tends to rotate the carcass in the cradle, so that little manual effort is needed to roll the carcass into succeeding positions for dehairing.

While the dehairing process is under way, the carcass receives a spray of water emanating from a spray pipe which extends along the upper part of the frame at its rear wall. This water moistens the carcass continually and washes off the hair that has been scraped loose. Blades may be removed for sharpening or replacement if necessary.

Source: Pat. No. 2,517,880; Henry A. Ittel, Howard Lake, Minn.

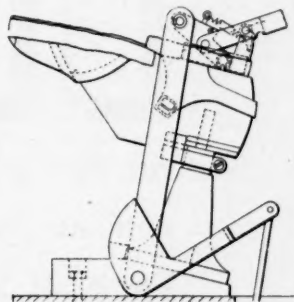
### BACK-LASTING CALIFORNIAS

The illustration shows a practical method of back-lasting California shoes safely and exactly. This method does its job so well as to obviate much need for prevailing so-called spotting machines wherein the area between the upraised wrapper is prepared for accurate platform reception; the same applies to preparation for the heel wedge.

The device used in this method centers about the idea of a heel block shaped to be drawn against the inner sides of the upturned wrapper, the

latter functioning as a kind of anchor. Proper leverage accomplishes this steady and even drawing of the shoe over the last till the back seam of the wrapper back is in line with the back heel edge of the last. In short, entire dependence is placed on the shaped blank drawn against the upturned wrapper till the desired position of the upper is achieved.

In cases where the wrapper is of so light a substance as to tear or break easily under the foregoing strain, an outside support may be applied to



relieve the wrapper strain. This is in reality a device including an outside support against the wrapper, bearing against an inside heel block through the wrapper. In this manner, the lightest of wrapper material may be used safely without interfering with effective pulling of the shoe over the last, back-lasting.

Source: Pat. No. 2,514,512; United Shoe Machinery Corp.

### IMPROVED WIPER CONSTRUCTION

In the toe lasting of pre-welt shoes (also known as Puritan welts) the difficulty of wiping in the end of the toe area without scuffing or making

(Concluded on Page 47)



*Know this name...*  
**Huch**

for the "platinum of leathers"—

genuine shell cordovan — the  
finest for Shoes, Men's Belts,  
Military Belts and Holsters.

**Huch** shark print cordovan for  
the tips of Children's shoes.

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**Shoe rationing rumors, now being categorically denied** by various Government officials, have no actual foundation. Ever since mobilization director Charles E. Wilson told Senate committee he "hoped" rationing would not be necessary for some time, rumors have been flying.

**No shoe rationing for three to four months** is the way Julius G. Schnitzer, confirmed as NPA Leather Division director this week, answered reporters' questions immediately following meeting with Shoe Manufacturers' Advisory Committee last week. In effect, this led nation's press to forecast shoe rationing by mid-1951.

**Unless Washington goes berserk**, there is no economic basis for shoe rationing short of war (see L&S editorial, page 6). At height of World War II, armed forces numbering 12-13 million annually took around 45 million pairs of all types footwear. On this basis, armed forces of 3.5 million now building would require top of 15-16 million pairs annually. Even with 22-25 million pairage now predicted for 1951, nation's shoe supply would not be seriously hit.

**Figure the question in terms of leather alone.** Government took 20% U. S. leather supplies during 1942-1945, won't approach that figure now. With leather enough to make at least 425 million pairs all-leather shoes annually, U. S. shoe manufacturers make only about 325 million pairs. This leaves close to enough leather for another 100 million all-leather shoes available for services if needed.

**U. S. shoe industry could produce 650 million pairs annually if it had to.** Based on 1950 output of 490 million pairs (5 million to services), there is 165 million pair leeway which armed force of 3.5 million could not use for years. Granted, leather supply would not permit output of 650 million pairs all-leather shoes. No need for such. Synthetic materials could take up slack, insure enough shoes for military and civilian needs *without need for rationing*.

**Allocation of western world's hides and skins supply in the works despite many initial difficulties.** In wartime, it would be absolute necessity to assure adequate supply for military needs. Today, it's needed to keep world prices down, provide fair distribution.

**Main difficulty stems from need of voluntary cooperation between producing western coun-**

**tries**, each of which must control its own domestic consumption and export of vital raw materials—all without pressure of actual war. Under system, each country will be able to buy certain maximum of needed materials, depending upon importance of individual military role.

**Short of war, producing countries will have large say on how raw materials each produces will be distributed.** Various countries will probably seek deals, try to get needed materials in exchange for whatever they produce. Thus all big producers and consumers rather than only U. S. and Britain, as in World War II, will have biggest say. Something will be worked out in next few weeks.

**CIO shoe workers in New York and Brooklyn barely missed crackdown in recent strike.** Arbitrator Walter Brower, called in to referee dispute, ruled strike by 5,000 members Joint Council No. 13 illegal, directed affected companies withhold vacation and other pay, threatened to award damages to companies. Brower also ordered strikers back to work, directed them to expel union leaders. Only settlement after two weeks' strike persuaded arbitrator to drop court actions.

**Joint Council No. 13 remains biggest sore spot in United Shoe Workers of America.** Its leaders, Isidore Rosenberg and Fileno De Novelis, have followed Communist line for years. Its attorney, Harry Sacher, fired by Transport Workers Union for Red leanings, represented Communist leaders last year at conspiracy trial.

**One of most important documents to emerge from new Congress** is Senate Small Business Committee report "on the status of small business in a defense economy." Report covers all phases of procurement and other problems for small manufacturers and retailers. Copies can be obtained from Senator John Sparkman.

**President's Executive Order establishing new "Federal Safety Council"** due to sharp increase in industrial accidents brought on by defense program. Third quarter 1950 figures show injury frequency rate in footwear factories rose to 8.5 disabling work injuries per 1 million man hours, compared to 1949 annual figure of 7.8 per million hours. Nationally, rate rose 11% from 2nd to 3rd quarters, more in 4th quarter.

# EARLY SHOE RATIONING UNLIKELY

## NO RATIONING SEEN FOR SEVERAL MONTHS

### Shoe Group Seeks To Ease Supplies Shortage

Although the military will take between 22,000,000 and 25,000,000 pairs of shoes during calendar 1951, there is no prospect of any shoe rationing for at least four months, the shoe industry was told in Washington last week.

The occasion was the meeting of the NPA Shoe Manufacturers Advisory Committee with Julius G. Schnitzer of the NPA Leather Division, for a first organizational meeting. Schnitzer gave the figure on "presently indicated needs" for military shoes to reporters after the meeting, but the rising tempo of national affairs seem to indicate this is a conservative minimum.

Schnitzer said the U. S. is able to produce more than 600,000,000 pairs a year, compared to the normal rate of about 482,000,000 in 1950. He put the average normal consumption at three pairs a person yearly, but this does not include the heavy wear and tear of military uses.

In its official announcement, NPA said: "There is no present shortage of shoe leathers for military or civilian footwear. However, to increase the leather supplies that may be needed in the future, the Industry committee recommended Government purchase of foreign hides and skins."

The most pressing problem of the current period, NPA said, is that of keeping the shoe manufacturing industry supplied with certain shoe components, such as steel, aluminum, brass, certain chemicals, and cotton.

NPA then devoted three paragraphs to the supply problem, saying: "steel, which is used by the shoe industry for shanks, nails, tacks, toe boxes for safety shoes, needles, and spikes for athletic shoes, is not adequate to meet all needs. However, hardship cases should be submitted to NPA for consideration, and assistance will be given in those cases where production involved is important to the defense effort."

In discussing aluminum supplies, NPA pointed out that a number of individual appeals under hardship provisions of NPA Order M-7 have

already been granted. Aluminum is used in the shoe industry for utility shoe eyelets.

Shoe manufacturers should appeal directly to their supplier if they have difficulty in securing synthetic rubber soles, heels and rubber cement, NPA added. Chemicals which are used in plastics and adhesives by the shoe industry, are presently in short supply, but production of these chemicals is expected to increase. Cotton for thread, laces and linings is in sufficient supply, as is wood fibre for containers.

The announcement (NPA-184) also revealed that task forces called subcommittees will be set up by the shoe advisory main committee "to study problems of the industry as the need arises." This is similar to the plan of the Leather Advisory Committee which earlier set up two task groups for side and sole leathers (L&S, Jan. 6).

### Military Needs Indefinite

Schnitzer's comment that 1951 will call for 22,000,000 to 25,000,000 pairs for the military is interesting in that it reflects a change in an earlier attitude of the Government. Two months ago the industry heard repeated rumors that the armed services would need at least 20,000,000 pairs a year. No official confirmation could be obtained, and the report was called "premature, unfounded and unwise."

Now, however, the worsening international situation has led Government procurement leaders to revise their sights upward. There are signs that the National Shoe Manufacturers Association's prediction that 1951 production may jump as much as 100,000,000 pairs over 1950 figures, is entirely realistic.

On another front, the shoe industry is receiving some attention. The Economic Stabilization Agency is making a study of problems of retail problems, including those of shoe stores. Among trade associations attending a recent conference were the National Association of Shoe Chain Stores, and the National Shoe Retailers Association.

Industry members present at the shoe advisory committee meeting included: Byron A. Gray, International Shoe Co., St. Louis; Charles F. Johnson, Endicott-Johnson Corp., Endicott, N. Y.; Louis H. Salvage, Louis

## PLAN INTERNATIONAL RAW MATERIALS QUOTAS

### Hides To Be Allocated By Western Powers

Allocation of international supplies of hides and other strategic raw materials necessary for defense mobilization by the U. S. and the free nations of Europe appears well under way. This week, the Office of Defense Mobilization announced creation of a Committee on Foreign Supplies and Requirements.

Purpose of the new committee is to keep U. S. mobilization chief, Charles E. Wilson, advised "on the allocation of materials and end items to foreign countries as well as to direct these programs to assist in the procurement of strategic materials from abroad." Chairman is William C. Foster, Administrator of the ECA, who will help Wilson form U. S. policy on international allocations.

U. S. State Department representatives presently meeting at the Organization for European Economic Cooperation headquarters in Paris have already invited "friendly interested countries" to discuss plans to "expand, conserve and assure effective distribution of scarce commodities."

In effect, the new program will approximate that of the Combined Raw Materials Board which allocated cattlehides and other strategic materials among U. S. and British consumers during World War II. Main difference this time is that the big producers and consumers will make the decisions instead of the U. S. and Britain.

Under the present plan, a Central Raw Materials Committee numbering U. S., British, French and one or two other countries will be formed. The committee will put scarce material allocations among the Western Powers on a compulsory basis, thus prevent runaway scare buying by any one country and consequent high prices and unfair distribution.

Producer nations included in the plan will allocate their own commodities by controlling domestic consumption and exports as well as determining amounts to be used for military and civilian needs. Before setting up allocations for each country included in the Atlantic Pact, the rearmament roles of each must be determined first.

(Concluded on Page 26)

LEATHER and SHOES



## BAY STATE LEATHER WORKERS WIN 10c HIKE

### *Pact May Set Pattern For 10,000 More*

Approximately 6000 leather workers employed in 45 Massachusetts tanneries have been awarded a 10 cents hourly wage hike and other benefits in a new two-year contract negotiated by the Massachusetts Leather Manufacturers Association and International Fur and Leather Workers Union.

Additional benefits included are a third week's vacation with pay for all workers with 15 or more years of service and one additional paid holiday (Armistice Day), bringing the total to seven. The wage increase is retroactive to Jan. 1, 1951.

Workers involved are employed in tanneries located in Peabody, Salem, Danvers, Beverly, Lynn, Woburn, Winchester, and Wilmington. Union officials reported that the agreement was expected to influence negotiations in another 60 Massachusetts tanneries employing 10,000 workers.

The new contract terminates April 25, 1953. It contains a re-opening clause permitting either management or the union to re-open negotiations on March 1, 1951 after 30 days notice.

### **Cut Synthetic Rubber For Civilian Use**

The National Production Authority has announced a cut of 17 percent in allocations of synthetic rubber for civilian use during Jan., 1951. The move reduced available civilian supplies during the month from 45,000 to 37,350 long tons.

The cutback was necessitated by production difficulties encountered by the Reconstruction Finance Corp., which operates the nation's Government-owned synthetic rubber plants. The RFC told NPA officials that bad weather and other mechanical troubles had lowered production expectations for the month.

Rated defense orders will not be affected by the reduction, according to the NPA announcement. However, Jan. purchase permits of about 100 companies using synthetic rubber for civilian products will be revised by the RFC.

Much of the cutback will be made up at an early date when shutdowns and slowdowns caused by expansion of plant facilities are ended, the RFC added.

## HIDE PRICES FROZEN

### *Drop In Value Of Hide Dealers' And Tanners' Stocks Estimated At \$17 Million*

News that the Economic Stabilization Agency had rolled back prices of cattlehides, kip and calf skins to highest Nov. price levels took the hide, leather and shoe industry somewhat by surprise this week.

The order, issued on Thursday, Jan. 25, by Michael V. DiSalle, Price Control Director, fixed hide, kip and calf prices at levels averaging 15 percent below highest Jan. prices. DiSalle added that the order is temporary until the ESA "can confer with industry people and issue detailed schedules of dollar and cents ceiling prices."

In effect, hide prices were frozen at approximately 150% above World War II ceilings, while calfskin prices were some 400% and kipskins 300% above last war's ceilings.

Packers, hide dealers and tanners had been anticipating the price freeze and rollback for the past few weeks. As a result, hide dealers had kept their inventories at rock bottom over this period. However, most industry officials had not anticipated a price rollback below mid-Dec. levels. Many looked for a freeze at Jan. 2 prices. The Nov. freeze date came as a shock.

Estimated loss on paper to hide and skin stocks as a result of the rollback was seen at \$15-\$17 million by industry experts. This was based on an average slaughter of two million cattle per month during Jan. and Dec. (a total of four million) and one-half million calf and kip per month (total of one million). Average drop in price

resulting from the rollback would amount to six cents per pound for hides and five cents per pound for calf and kip.

Specifically, the rollback figures to decreases of five to 7½ cents in hide and skin prices, it was agreed. Light native cows, recently quoted at a top of 45 cents, are rolled back seven cents to the Nov. high of 37-38 cents. Heavy steers drop from recent highs of 39½-40 cents to 34 cents. Packer calfskins, selling recently at 82½-87½ cents per pound return to Nov. highs of 77½-82½ cents per pound, a drop of five cents. Packer kipskins fall from 65 to 60 cents.

### *Tanners Bear Brunt*

Although ESA left the way open to further adjustments on ceilings, it appeared at the week-end that tanners would bear the brunt of the price rollbacks. Shoe manufacturers were almost unanimous in stating that they would buy little if any finished leather until prices were lowered below present levels. Tanners who have invested heavily in hides and skins at above-Nov. levels would thus be unable to realize near-replacement prices.

Tanners, on the other hand, declared they still were not realizing full replacement prices at present, were strongly opposed to any lowering of leather prices. Many said they would go along at today's prices despite strong resistance from buyers. The immediate future forecast a knockdown-dragout battle between tanners and shoe manufacturers.

## HIDE IMPORTS CONTINUE FAIR DESPITE RISING PRICES

Imports of cattlehides during Nov. totaled 294,000 hides despite soaring world market prices, according to a Tanners' Council survey of Department of Commerce figures. Total import volume for the first 11 months of 1950 is 3,072,000 hides.

Nov. hide imports came principally from Argentina (100,000), Canada (43,000), Brazil (47,000), and British East Africa (36,000). Re-exports of foreign hides amounted to 56,000 pieces during the month. Net cattlehide imports, before adjustment for re-export, in the first 11 months totaled 2,727,000 hides against a net export figure of 286,000 hides for the same period last year.

Nov. calf and kip imports totaled 382,000 skins of which 98,000 came from Canada, 89,000 from India, 80,000 from New Zealand, 28,000 from Poland and 26,000 from France. This brought net calf and kip imports for the first 11 months 1950 to 2,721,000 skins against a net export volume of 22,000 skins for the comparable 1949 period.

Goatskin imports in Nov. totaled 3,463,000 pieces, bringing the 11 months total to 38,842,000 pieces. Pickled sheepskin imports totaled 1,542,000 pieces, making the 11 months volume some 20,304,000 skins or 5.5 million more than in 1949.

## New England Tanners Hear Arthur W. Goetz

The importance of raw hide sorting not only for debris and moisture content but heft of skins for uniform mechanical capacities and chemical reactions for all wet process was emphasized by Arthur W. Goetz, director of Pratt Institute's School of Leather and Tanning Technology, in a talk given Jan. 12 before the New England Tanners' Production Club.

Goetz spoke on "Modern Beamhouse Practice" before some 225 members and guests gathered at the Hotel Hawthorne, Salem, Mass. The meeting was the second held by the newly-formed tanners' group.

Commenting on the use of sharpeners in liming and initial agitation of limes, Goetz gave various examples of the utilization of the immunization by alkali on hair to be used in a positive manner for short hair recovery methods. Because of the difficulty in measuring and controlling the effect of lime and because it is the source of many sewage disposal problems, he recommended that other materials and processes be investigated.

He pointed out that any material that could be used to control plumping without having any depilating effect was needed in the beamhouse. The Pratt Institute official also emphasized the importance of washing before bating and the role of enzymes in removing scud and altered proteins that diffuse from the skin with difficulty.

## IMPORTS AND EXPORTS ANALYZED

(000 omitted)		Exports				Imports			
	Unit	Nov. 1950	Nov. 1949	11 Mos. 1950	Total 1949	Nov. 1950	Nov. 1949	11 Mos. 1950	Total 1949
<b>LEATHER</b>									
Sole	Pounds	14	9	435	1,442	406	306	4,204	970
Belting	Pounds	3	3	26	36	94	62	875	400
Upper	Sq. Ft.	2,249	2,808	27,377	42,349	1,582	536	11,575	4,794
Lining	Sq. Ft.	311	468	4,477	9,360	147	79	2,910	851
Glove, Garment	Sq. Ft.	405	313	3,505	3,211	517	426	3,953	3,207
Bag, Case	Sq. Ft.	36	85	493	721	132	31	796	247
Upholstery	Sq. Ft.	25	30	442	876	22	37	318	52
<b>RAWSTOCK</b>									
Cattlehides	Hides	48	55	345	1,063	294	77	3,072	777
Calf and Kip	Skins	24	35	344	908	382	115	3,065	886
Goat and Kid	Skins	—	—	—	—	3,463	2,688	38,842	33,117
Cabrettas	Skins	—	—	—	—	330	567	3,676	3,559
Shearlings	Skins	—	—	—	—	172	88	2,388	1,514
Pickled Sheep	Skins	32	99	870	566	1,542	1,721	20,304	14,892
Wooled Skins	Skins	—	—	—	—	163	203	1,833	1,324

## MARCH OF DIMES

**FIGHT  
INFANTILE  
PARALYSIS**

**JANUARY 15-31**

## TAKE NEW POSITIONS AT NOPCO



Newly-promoted at Nopco Chemical Co., Harrison, N. J., are, left to right: Travis V. Rankin, Central Area sales manager; Russell F. Gagnier, New England sales representative; and John N. Gammon, Southern District Manager. Rankin joined the firm in 1936 and has served as sales representative in the southwest. Gagnier has been with Nopco for the past two and one-half years, having worked extensively in the laboratory and Sales Development Division. He succeeds C. A. Mugford (retired) in the Connecticut-Massachusetts section and will work directly under Harold J. Waldron, New England District Manager. Gammon, recently Central District Manager, replaces the late George H. Small.



## U. S. INVESTIGATES SHIPMENTS TO SOVIET

### To Plug Leaks Of Vital War Materials

The Government has begun an intensive investigation into the shipments of essential war materials including hides, skins, leather and shoes to Soviet Russia and other Communist areas.

In an effort to halt exports of vital raw and manufactured materials from the U. S. to Russia and satellites, a Senate Commerce Committee led by Senator O'Connor (D-Md.) is now studying Commerce Department records. The committee was formed after charges in the Senate that much material for strategic and military value has reached Soviet hands by way of trans-shipment from Eastern European countries.

Secretary of Commerce Charles Sawyer declared recently that little or nothing of military value has been exported from the U. S. to Russia or its satellite countries during the past year. A check-up of export data by the Washington representative of LEATHER AND SHOES bears out this statement in a technical sense.

The real problem, however, appears to be how to prevent goods exported to non-satellite countries from being forwarded by devious routes to Russia.

Commerce Department export "work sheets" show that in the four months following the start of the Korean war, not one shipment of hides and skins was made directly to Russia, Poland, Czechoslovakia, Hungary, Rumania, Bulgaria, Finland, Estonia, Latvia, Lithuania, Danzig and Albania. These are the "F" countries, generally regarded as Russian satellites.

The "work sheets" showed also that no leather shipments were made to these countries during July to Oct., 1950. Several small shipments were made to Poland, Rumania and Bulgaria before June 1950.

A check-up of shoe exports indicates Russia received 23 pairs of well oxfords worth \$138 in Oct., 1950 in addition to two shipments each of 32 pairs of women's and misses McKay-sewed shoes worth \$160 per lot. During the same month, Russia also received a shipment of "leather manufactures" valued at \$298. Finland received \$5,796 worth of leather manufactures in July.

During 1949, the various nations of Western Europe to which the U. S. shipped Marshall Plan aid and arms,

sold Russia and satellites approximately \$1,098,905,000 worth of goods — much of it classified as essential defense materials. It is on this "indirect shipping" that the Senate committee will concentrate its study.

### Shoe Manufacturers Meet On March 6

Edgar E. Rand, president of International Shoe Co., St. Louis, will be featured speaker at the breakfast meeting of the National Shoe Manufacturers Association to be held March 6 at the Waldorf-Astoria Hotel, New York City. Other speakers will include Edward L. Drew of the Tanners' Council and John H. Patterson of the Shoe Manufacturers Association.

Planning of the complete program is being delayed until the last possible moment in order to include the industry's most critical problems at the time of the meeting.

## SHOE RETAILERS URGE HIDE PRICE CURB

The National Shoe Retailers Association jumped on the bandwagon late last week, urged defense mobilizer Charles E. Wilson to call an immediate rollback and freeze on raw hide and skin prices as the only means of stabilizing shoe prices "within reason."

In a wire addressed to Wilson and other officials, the association declared, "In our opinion as retailers, the price spiral in our essential product can be controlled now by putting an end to the speculative upsurge in hide prices."

Citing hides and skins as the "major cost in a pair of shoes," the wire said immediate ceilings would "prevent further advances in the finished goods." Further delay would be "dangerous, if not catastrophic," it added.

- AMOLIN** . A new quality split, tanned and finished particularly to meet the demand for a side leather replacement.
- AMOLIN** . Feels, appears and (more important) acts like aniline side leather.
- AMOLIN** . Comes in white and colors and is sold by SPLIT SALES, Inc. Write or call at 80 Foster St., Peabody, Mass., for samples.

**A LIMON TANNAGE**

# 4000

## Skilled and Semi-skilled WORKERS

Ready... Willing... and able to work for you in large

## INDUSTRIAL PLANT

with up to

## 250,000 SQ. FT. MANUFACTURING SPACE

- Perfectly suited for defense work or expansion
- No state corporate income or excise tax
- Excellent location with all transportation facilities available
- Nearest to Year-round deep water port to Europe
- Inexpensive electric power
- Ample space for outside storage
- Majority of space on street floor
- Excellent male and female help available
- No help being pirated or labor turnover

Brokers protected

## INDUSTRIAL PROPERTIES, INC.

Sidney W Grossman, Pres.

130 GRANITE STREET, QUINCY, MASS.

PResident 3-7100

## FINDINGS JOBBERS' SALES TRIPLED IN NINE YEARS

Sales in 1948 of leather and shoe findings jobbers totaled almost three times the dollar volume recorded in the 1939 Census of Business, the Bureau of the Census reports in its latest survey. This was an increase of 187 percent.

In 1948, the 1307 leather and shoe findings jobbers sold \$334 million worth of goods, average of \$256,000 per firm. This compares with sales of \$116 million in 1939, averaging \$122,000 per firm.

Massachusetts, New York, Illinois, California, and Wisconsin in that order showed the largest gains for the nine-year period.

In mid-Nov., 1948, there were 5,347 employed in the trade, an increase of 31 percent over 1949. Payroll totaled \$19.6 million as compared with \$6.9 million in 1939, an increase of 183 percent.

Total operating expenses, related

to sales, decreased from 12.8 percent in 1939 to 11.8 percent in 1948, although the payroll remained constant at 5.9 percent of sales in each year. Value of stocks in hand at the end of 1948 was \$48 million, some 14.3 percent of sales and a drop from the 1939 ratio of 17.9 percent, indicating a more rapid turnover.

The Census Bureau release is one of a series on Wholesale Trade showing basic data on establishments, sales, expenses, payroll, personnel and stocks, divided by States and geographic divisions. Data for cities, metropolitan areas and states for wholesale, retail, and selected service trades are being issued in a series of 1948 Census of Business Area Bulletins. Copies may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., by asking for "Announcement of 1948 Census of Business Area Bulletins."

Other reports now in preparation cover size of establishment, analyses of expenses, merchandise line sales, credit sales, receivables, and legal form of organization. Inquiries on these should be addressed to the Bureau of the Census, Department of Commerce, Washington 25, D. C.

Included in the present release are jobbers primarily engaged in selling tanned, curried and finished leather; boot and shoe findings and cut stock, such as soles, heels, lifts, counters, vamps, etc. Jobbers selling leather and shoe findings as a secondary line, and sales and branch offices of manufacturers, are excluded.

### Council Meeting Precedes Leather Show

The Tanners' Council has scheduled a one-day business meeting to be held on Monday, March 5, the day preceding the coming Leather Show. The meeting which promises to be of unusual interest to both tanners and members of the allied trades will be held at the Biltmore Hotel in New York.

With the annual Spring Convention already cancelled, it is expected that the one-day business meeting will provide tanners with the opportunity of discussing important industry developments. Details of speakers and subjects to be highlighted will be released at an early date.

The Council has also announced that the following hotels have assigned rooms for exhibitors and visitors for the period March 4-8: The Waldorf-Astoria (Leather Show headquarters), The Biltmore, The Barclay, The Belmont-Plaza (Allied Products Show), and The Commodore. Reservations should be made before Feb. 25.

### Pine Grove Tannery Will Reopen Soon

Resumption of operations at the year-long closed Pine Grove Tannery, Pine Grove, Pa., within the next month has been announced by officials of the newly-formed company that has taken over operations of the plant.

The new firm, expected to employ 175 workers immediately and almost double this later, will first produce sole leathers. Machinery and equipment necessary for the upholstery and bag leather trade has already been shipped to the plant and production will eventually include leathers for automobiles, upholstery and other items.



*Our specialty...*

## Real White SHEEP

**Actually Tanned WHITE—Not Bleached**

## THOMAS A. O'KEEFE

EST. 1888

### LEATHER COMPANY

4 GOODHUE ST. SALEM, MASS.

**Also ... General Line of SHEEPSKINS for SHOE AND GARMENT TRADERS**

# QUEBRACHO EXTRACTS

SOLID  
POWDERED  
LIQUID

THE

## RIVER PLATE

IMPORT and EXPORT CORPORATION

405 LEXINGTON AVE., CHRYSLER BLDG., NEW YORK

### **New Tannery Feed Wringer Introduced**

A new continuous feed wringer which eliminates the necessity of opening and closing before and after operation has been developed by the Chas. H. Stehling Co., Milwaukee, Wis. The new machine need only be opened to change felt sleeves, an operation done manually in the space of one minute.

The feed wringer is ideal for bellies, shanks, splits, wool skins,

light stock, shoulders and single or double bends. It is also being used for wringing sides after coloring and fat liquoring, according to Company claims. Leather can be run through either in the blue or colored state while being prepared for splitting, toggling or shaving.

A feature of the machine is the accumulator mounted in the line which takes care of any variation in thickness of stock. Absolute uniformity of moisture content of the leather is assured. The machine will remove 10

percent more moisture in one pass, according to Stehling engineers.

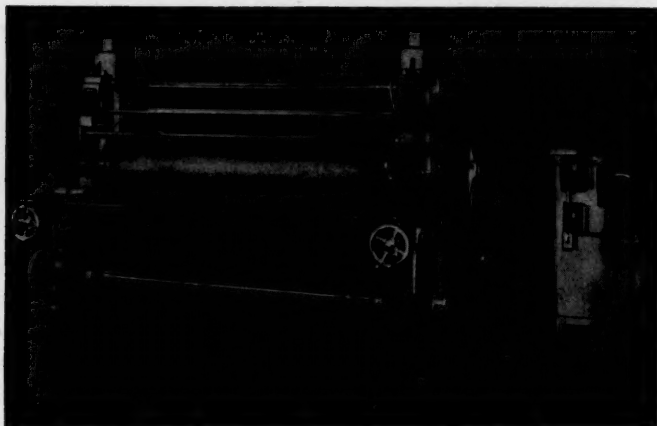
The new Stehling unit eliminates the mechanical clutch found on present equipment and can be adapted to machines now in the field. Complete information is available from the manufacturer.

### **Shoe Firm Promises To Hold Profits Down**

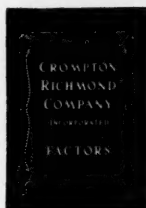
One of the few shoe manufacturing firms to emphasize publicly the need for holding prices and profits at reasonable levels is the J. W. Carter Co., Nashville, Tenn., manufacturer of men's kangaroo and kidskin Good-year welt shoes.

In a full-page ad appearing in national newspapers this week, the company declared it was still trying "to contribute to stabilization and the public welfare . . . at a sacrifice of our usual profits."

The advertisement, headed "Our Promise For 1951" and aimed at Carter's retail dealers and customers, read in part: "It has been reported publicly that increases industrywide have amounted to as much as 35 percent in 1950. Our increase was only 1.4 percent and only on a very small part of our line. Our 1951 prices are only about 10 percent above those of 1950."



## **DOLLARS FOR MORE OUTPUT**



A bigger output of needed goods demands a bigger input of dollar assets — if the production machine is to keep on clicking.

Avoid the financial strains that slow a business down. For a dependable supply of working capital, tie in with Crompton Factoring Service.

This service provides immediate cash for receivables — day by day. You gain financial strength and mobility to shift with the play.

These fresh dollar reserves will work overtime for tighter operation — for faster capital turnover. Every dollar you've invested delivers a plus...and earns a better wage.

Thus, Crompton functions for commercial growth — by financing essential production and distribution — in many fields.

*The Human Factor*

**CROMPTON-RICHMOND CO., INC.**

1071 Avenue of the Americas, New York 18, N. Y.

## Addresses Delaware Club



*Dr. Ian C. Somerville, leather chemist of Rohm & Haas Co., Philadelphia, and winner of the Alsop Award for 1950, who was featured speaker at a recent meeting of the Delaware Valley Tanners' Club in Philadelphia. Somerville spoke on chrome and zirconium leathers, describing the history and development of each. Practical leathers from each type of tannage were first achieved in the Delaware Valley.*

## SHOE RATIONING

(Concluded from Page 29)

H. Salvage Shoe Co., Manchester, N. H.; H. L. Lape, Jr., Julian & Koenige Co., Columbus, O.; Weir Stewart, Marshall, Meadows & Stewart, Inc., Auburn, N. Y.; Milton L. Halle, Muskin Shoe Co., Baltimore, Md.; John Goldberg, Goldcrest Shoe Corp., Lynn, Mass.; J. L. Moran, Moran Shoe Co., Carlyle, Ill.; H. O. Toar, H. Jacobs & Sons, Inc., Hanover, Pa.; John B. Goldenberg, Brooks Shoe Mfg. Co., Philadelphia, Pa.; Harold Gessner, La Marquise Footwear, Inc., New York, N. Y.; Irving S. Florsheim, Florsheim Shoe Co., Chicago, Ill.; J. Franklin McElwain, J. C. McElwain Co., Boston, Mass.; T. R. Simons, Weyenberg Shoe Mfg. Co., Milwaukee, Wis.; W. J. Reardon, Daniel Green Co., Dolgeville, N. Y.; John A. Bush, Brown Shoe Co., Inc., St. Louis, Mo.; Henry Boyd, General Shoe Corp., Nashville, Tenn.; Frank Shapiro, Consolidated Nat'l Shoe Corp., Boston, Mass.; Albert R. Bogutz, Newton Elkin Shoe Co., Philadelphia, Pa.; J. O. Moore, R. C.

Godman Co., Columbus, O.; A. J. Brauer, Jr., Brauer Bros. Shoe Co., St. Louis, Mo.; L. V. Hershey, Hagerstown Shoe Co., Hagerstown, Md.; P. O. MacBride, Milford Shoe Co., Milford, Mass.; Frank M. Simpson, Little Falls Felt Shoe Co., Little Falls, N. Y.; Charles H. Jones, Jr., Commonwealth Shoe and Leather Co., Whitman, Mass.; L. B. Shepard, Hanover Shoe, Inc., Hanover, Pa.; Jerome M. Kushins, Kushins, Inc., Santa Rosa, Cal.; J. S. Stearn, U. S. Shoe Corp., Cincinnati, O.; Monroe Geller, Andrew Geller Shoe

Mfg. Co., Brooklyn, N. Y.; Seymour Fabrick, Vogue Shoes, Los Angeles, Cal.

• **Apex Chemical Co.**, New York and Elizabethport, N. J., celebrated its 50th anniversary recently by tendering a dinner for all key employees. Hugo Helburn, founder and treasurer, who recently celebrated his 92nd birthday, was guest of honor. President Herman Rothstein announced payment of four weeks' extra pay as a Christmas bonus to all employees.

**LEATHEROK®**  
Heel Base Board

*for Sturdy Shoes...*

For extra wear per pair, your choice heel base is made of Leatherok®... especially designed for rugged weather, it's ideal for your sturdy shoes... saves you money, too.

LEATHEROK® HEEL BASE BOARD IS ALSO MADE IN CANADA BY BENNETT LTD. CHAMBLY CANTON, P. Q. AND IN CASEYVILLE, ILL. BY WESTERN FIBRE CO.

**THE GEORGE O. JENKINS CO.**  
BRIDGEWATER MASSACHUSETTS



## MILITARY BIDS AND AWARDS

### Navy Shoe Lasts

**February 8, 1950**—Navy Invitation No. 8133 covering 50,000 pairs Navy shoe lasts. Bid opening in New York at 10:00 a.m. Delivery: one-sixth within 60 days; one-sixth within 90 days; one-sixth within 120 days; one-sixth within 150 days; one-sixth within 180 days; and one-sixth within 210 days after receipt of turning models and patterns.

## Two Firms Share Navy Shoe Award

International Shoe Co., St. Louis, and Sportwelt Shoe Co., North Easton, Mass., have been announced as winners of Navy contracts on Invitation No. 7834 covering a total of 143,196 pairs of black high general purpose shoes. Awards were as follows:

International—36,204 pairs to Mechanicsburg at \$7.26 per pair; 35,394 pairs to Oakland at \$7.26 per pair. Prices FOB plant, 20 days acceptance net.

Sportwelt—36,204 pairs at \$6.99 delivered and 35,394 pairs at \$7.215 per pair delivered.

### BID TO CONNELL

J. M. Connell Shoe Co., South Braintree, Mass., has been awarded contract on QM-30-280-51-1048 covering 17,640 pairs of black combat service boots for the Air Force. Award was made on the basis of \$10.97 per pair. Connell was the only bidder on the invitation.

## Negotiated Lasts Awards To 5 Firms

Five manufacturers have been awarded contracts on a total of 90,528 pairs of Munson hinge shoe lasts for welt service shoes, M-1949 solid block. Awards were made on negotiated invitations (Item 1—tariff sizes; Item 2—supplemental sizes).

United Last Co., Boston—Item 1, 18,984 pairs at \$3.38 per pair.

United Last Co., Lawrence, Mass.—Item 1, 11,028 pairs at \$3.35 per pair.

Vulcan Corp., Cincinnati, O.—Item 1, 18,744 pairs at \$3.39; Item 2, 9,768 pairs at \$3.48.

Morton Last Co., Cincinnati, O.—Item 1, 15,000 pairs at \$3.38.

Mississippi Valley Last Co., St. Louis, Mo.—Item 1, 12,000 pairs at \$3.39.

Woodard & Wright Last Co., E. Bridgewater, Mass.—Item 1, 5,004 pairs at \$3.36.

### HOOD WINS AWARD

Hood Rubber Co., Watertown, Mass., has been awarded contract on QM-30-280-51-1050 covering a total of 7,054 pairs of firemen's rubber boots for the Army. Award was made on the basis of \$8.33 to \$8.43 per pair.

### HOOVER SALES UP

Sales of Hooker Electrochemical Co., Niagara Falls, N. Y., for the year ended Nov. 30, 1950 totaled \$27,900,000, an increase of \$6,100,000 or 22 percent over the preceding year. Net income, after accruing Federal taxes, rose to \$3,300,000, an increase of \$1,200,000 or 31 percent over 1949. This was equal to \$3.84 per common share as compared with \$2.64 per share a year ago.

During the year, a steady rise in demand resulted to peak operations and expansion of productive facilities, particularly of caustic soda and liquid chlorine. As a result, the company was able to report the largest volume of sales in its history.

**flexible!**

**fibalin**  
BRAND  
MIDSOLING BOARD

You can always be sure of Fibalin® Midsols for your finer shoes. You can bend Fibalin® without crimping, soak it and note its water resistance . . . then price it! You can't afford to pass up the best.

**USED IN BETTER - SELLING SHOES**

# LEATHER MARKET AT STANDSTILL AWAITING HIDE PRICE FREEZE

## Price Spiral Halted As Entire Trade Looks For Government Action

Very little leather, less sales despite temporary price stabilization. Situation to continue until hide freeze order.

### NEW YORK MARKET

#### Upper Leather

There is active demand for side upper, calf and kid leathers but the problem is getting much volume and a price. Most tanners of side upper leather have no list price; fix the price on the individual sale as it is made. In other words the salesmen get an order, phone it into the tannery and then get the price. Others have a list and quote such prices as 75c and down for large spread elk grained leather.

Most tanners are discouraging business beyond a certain delivery point as they do not want to find price controls when the leather is ready for delivery, nor do they want to sell leather where they must buy hides to fill the order.

In calf skins there is said a better demand for women's weight smooth and suede. Lists run from \$1.40 and down on suede leather, 5c more for high colors, and smooth about \$1.35 to \$1.30 and down. Actual trading figures would be closer to about 5c to maybe 10c below the above quotes.

Kid leather also active with suede now coming into demand as well as glazed kid. Prices have been advanced all along the line but it is said they are still below replacement values on today's raw skin market.

Glazed has been active for some time while suede was slow. Over the past few weeks a demand rose for suede and it is showing better movement.

Sheepskins are showing a bit more inquiry although price is still hampering trading. Vegetable lining leather quoted generally from 32c and down, some at 30c and down. Chrome linings 34-35c and down. Smooth garment leather quoted 34-35c and down while suede garment is ranged 38-40c and down but not much action as the price is considered too high.

#### Sole Leather

Last week was active in sole leather with no highs scored but trading has slowed down a bit this week. Sole leather bends, tannery run, have sold up to \$1.10 for the lights and 95c and up on the heavy bends.

Bellies in good demand with steer bellies bringing up to 67c. Cows sold

to 64c. Single light shoulders, heads off, sold to 90c and that price is being turned down now for more. Double rough shoulders still in good demand and prices obtained recently run from 98c to \$1.05 as to weight and type of run.

#### Sole Slow

Sole leathers on Boston market remain unchanged for first time in weeks. This means prices firm but no advances reported. No buying activity whatsoever as shoe manufacturers are out of market temporarily. Everybody waiting for expected hide price fix. Until then, tanners offer little, buyers not interested in placing orders at present high prices. Date of expected rollback remains big question. Prices listed below indicate range of more recent sales:

Light Bends: \$1.04-\$1.08

Medium Bends: 98c-\$1.02

Heavy Bends: 90-95c

#### Offal Quiet

Boston sole leather offal tanners and dealers report situation much the same as in bends market. Shoe manufacturers simply not interested in paying present high prices until Government freeze order comes out. Even if buyers were interested, there is not much leather to buy.

Bellies: Steers: 64-67c; Cows

60-63c

Single shoulders, heads on:

Light, 83-90c; Heavy, 72-76c

Double rough shoulders: 95c-\$1.05

Heads: 39-42c

Fore Shanks: 46-50c

Hind Shanks: 47-51c

#### Sheep Moderate

Boston sheep tanners report some sales at much the same prices as week ago. However, good raw pickled skins are more and more difficult to find, prices continue to climb. Tanners

**Armour's  
QUALITY  
Leathers**  
U.S.A.

**IVORY**



... The utility  
leather for  
dress shoes.  
Chrome tanned.

**Armour Leather Co.**  
CHICAGO · BOSTON · NEW YORK

### Price and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1950 HIGH
CALF (Men's HM)	1.18-1.35	1.10-1.30	90-1.06	1.10-1.30
CALF (Women's)	1.15-1.30	1.00-1.25	85-1.06	1.00-1.25
CALF SUEDE	1.30-1.40	1.20-1.35	1.10-1.20	1.20-1.35
KID (Black Glazed)	80-1.17; 1.25	80-1.17; 1.25	70-1.00	80-1.25
KID SUEDE	80-95	80-95	70-88	80-95
PATENT (Extreme)	70-86	62-78	48-56	62-78
SHEEP (Russet Linings)	20-35	19-33	18-23	19-33
KIPS (Corrected Reg. Finish)	79-87	72-80	57-61	72-80
EXTREMES (Corrected Reg. Finish)	64-72	58-66	45-53	58-66
WORK ELK (Corrected)	65-67	59-65	44-54	59-65
SOLE (Light Bends)	1.02-1.08	87-95	64-66	87-95
BELLIES	60-67	53-57	42-45	53-57
SHOULDERS (Dble. Rgh.)	95-1.05	87-97	64-68	87-97
SPLITS (Lt. Suede)	41-46	36-41	36-41	36-41
SPLITS (Finished Linings)	24-30	20-26	20-23	20-26
SPLITS (Gussets)	21-26	17-22	17-20	17-22
WELTING (1/2 x 1/4)	13 1/2	13	9-9 1/2	13
LIGHT NATIVE COWS	44-45	37 1/2-38 1/2	25-26	37 1/2-38 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.



still not able to get full replacement prices but make some steady sales. Sheepskin tanners agreed there is less skins around now than at beginning of World War II. What will happen to supply after domestic skin freeze is the big question here.

Russet linings: 35, 34, 32, 30, 28, 26, 22, 20, 18, 17c  
Colored vegetable linings: 32, 30, 28, 26, 23, 21, 19, 17c  
Hat sweat: 32, 30, 28, 26c  
Chrome linings: 37, 35, 33, 31, 29c  
Garment grains: 30, 28, 26, 24, 22c  
Garment suede: 29, 27, 25, 23, 31, 29, 27, 25, 23c

#### Calf Fair

Boston calfskin tanners report general slowdown in sales as buyers generally sit back, await Washington action. Nobody appears anxious to commit himself at present prices if freeze brings rollback. Whether there will be enough leather around to handle shoe manufacturers' needs after freeze is another story. Big Navy orders are taking their toll of available calf leathers. Demand for both women's and men's weights much slower than last week. Prices generally unchanged.

Men's weights: B \$1.18-1.35; C \$1.12-1.30; D \$1.02-1.24; X 97c-\$1.14; XX 94c  
Women's weights: \$1.15 to 1.30; C \$1.05-1.15; D \$1.00-1.10; X 90c-\$1.05; XX 75c-88c  
Suede: \$1.30-1.40; \$1.25-1.30; \$1.15-1.20

#### Sides Much Slower

Conditions prevailing throughout leather market hold true among Boston side leather tanners. Despite renewed activity on hide market this week at firm prices, tanners report leather interest slackening off. There are some sales at more recent top prices to shoe manufacturers who need leather. Others who were active in preceding weeks apparently out of market until Government order settles price situation. As usual, there is not much leather around.

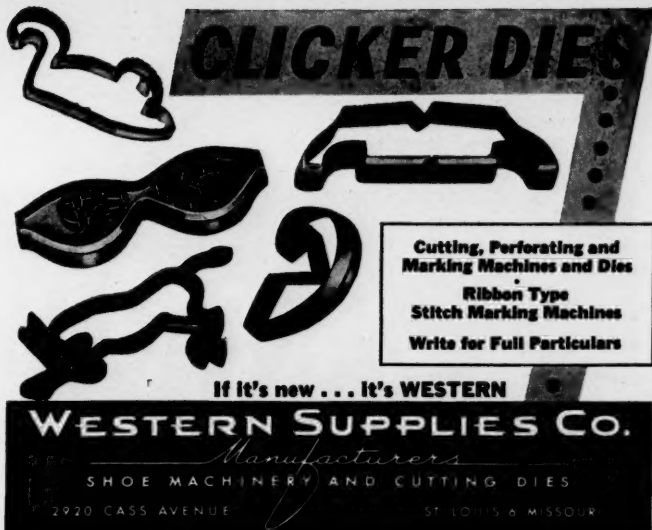
Heavy Aniline Extremes: B 75-80c; C 73-76; D 67-70c

#### Regular Finishes

Corrected Kips: B 79-87; C 76-83; D 72-79; X 67-76c  
Corrected Extremes: 64-72; 61-70; 58-68; 54-64c  
Corrected Large: B 61-69; C 59-67; D 57-65; X 54-61c  
Work Elk: 65-71; 63-69; 61-67c  
Work Shoe Retan: 65-69; 63-67c

#### Splits Same

Boston splits tanners hold to advances of last week, report some sales at these levels. Suedes do best business at firm to strong prices. Sales



## CLICKER DIES

Cutting, Perforating and Marking Machines and Dies  
Ribbon Type  
Stitch Marking Machines  
Write for Full Particulars

If it's new ... It's WESTERN

### WESTERN SUPPLIES CO.

Manufacturers  
SHOE MACHINERY AND CUTTING DIES  
2920 CASS AVENUE ST. LOUIS 8, MISSOURI

## Tanners of Quality

SMOOTH AND ELK SIDE LEATHER  
• •  
VEGETABLE  
For Linings, Bags, Case, and Strap  
• •  
INDIAN TANNED LEATHER  
For Fine Casuals and Sport Shoes  
• •  
Also Contract Tanning

# WISCONSIN

## Leather Company

1830 S. THIRD ST., MILWAUKEE 4, WIS.

experience  
dictates...

## SETON LEATHERS

VERONA

DURONA

White  
ZEPHYR  
BUCK

SETON  
PATENT

SETON LEATHER CO. NEWARK 4, N.J.

of linings and gussets slower than last week. Work shoe and retan sole slower. There is enough leather here to handle more demand but buyers prefer to wait.

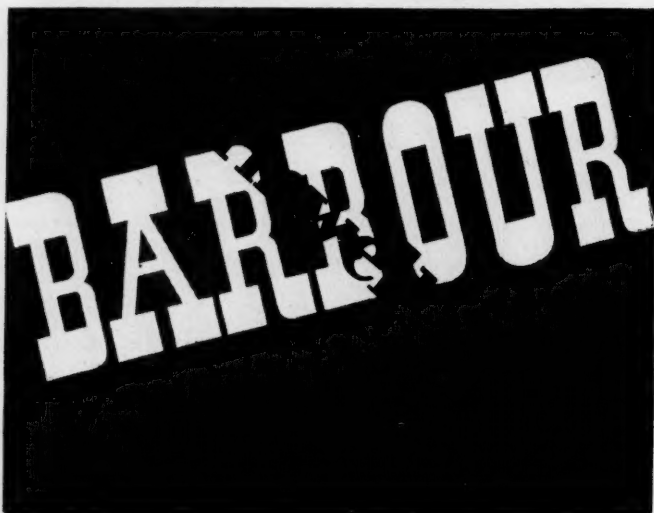
Light suede: 42-46; 40-44; 36-42c  
Heavy suede: 48-52; 46-49; 41-44c  
Retan sole: 44, 40, 38, 36, 34c

Finished linings: 23-25; 24-27; 26-30c

Gussets: 21-26c

Pickled Heavy, 14-15c lb.; Light, 12½-13½c lb.

Blue splits: Heavy, 15-17c lb.; Light, 13-14c lb.



## "SUPERIOR LEATHERS" Chrome Retan Sole Leather

In bends . . . shoulders . . . bellies . . . outstanding in its waterproofing and long-wearing properties . . .

### "Katz Chrome"

The ideal leather for shoe . . . glove . . . and garment purposes.

## Chrome Retan Upper Leather

A quality shoe leather . . . water resisting . . . easily worked.



Also cow and horse sides

## SUPERIOR TANNING CO.

1254 West Division Street, Chicago

AGENTS

Chicago, E. Block  
Boston, Giffney Bros.  
New York, Simon Tannenbaum

28 N. Wabash St.  
212 South St.  
100 Gold St.

IRVING  
LEATHERS

Sides \* Splits

## Kid Squeezed

Kid leather tanners in Philadelphia say that in spite of considerable activity in business, they do not consider situation a good one. Beside the fact that goatskins are going up in price, tanners must face the price rise in chemicals needed in the tanning process.

Up to this point, tanners have managed to hold prices on finished leathers to the levels quoted for the past three weeks, but they cannot absorb increased expenses indefinitely, and they expect to increase prices if they must continue to pay more for their raw materials. Tanners are getting a lot of orders but in cases where they feel that manufacturers are stocking up against the future they will not book too many advance deliveries.

Suede and glazed continue to sell mostly in black. Dark blue running second and brown third. Apparently colors—in kid leathers at least—never did catch on this year. Although talk of the usual bright colors for Spring and Summer shoes, and talk of multi-colored shoes, did spring up from time to time, and at one point considerable samplings were sent out, few orders materialized. Colors are considered to be almost a dead issue by this time. Even the white season was shortened and many tanners have already stopped processing white for this year. Orders are mostly in the lower grades, but some business is done in all grades.

Linings selling well, as is slipper leather. Considerable business in colors here. Nothing reported about crushed, or satin mats.

## Current Average Prices

Suede: 40c-95c  
Linings: 30c-60c  
Glazed: 40c-\$1.25  
Slipper: 40c-75c

## Belting Still Rises

Belting leather tanners of Philadelphia find the present way of doing business intolerable. Since packers continue to raise their prices and belting leather tanners must do the same, present prices are completely impossible. One tanner refused to quote prices, saying he was "ashamed" of them.

Although they realize their prices are so high that sales are affected, tanners cannot help themselves since they must continue to pay more and more to the packers. They are booked ahead and are still tanning leather, but new orders are slow to come in.

Curriers find the situation the same. Business is spotty because lists go higher and higher.

### Bag, Case and Strap Leathers

No change in price structure this week as far as tanners' list prices concerned. However, prices on paper, and what leather is actually selling for are entirely two different things.

Raw material market, which finally settled down to steady levels this week except in one instance, has been showing sharp price advances in the prior three weeks. Leather prices have kept pace in most instances. However, there are cases where price will depend upon a replacement cost,

2½-ounce case: 61, 58, 55c  
3-ounce case: 65, 62, 59c  
4-ounce strap: 77, 74, 71c  
5-ounce strap: 81, 78, 75c  
6-ounce strap: 88, 85, 82c

### Garment Leathers Dull

Production of leather garments for civilian use is now practically out of the question as a result of recent government restrictions on horsehide leather. Garment tanners report a very dull and slow-moving market. In some instances, higher prices are being quoted, due to rising costs of raw materials, but these prices are practically meaningless in the face of the extremely poor demand for garment leathers.

Suede garment leather: 40-52c  
Grain garment leather: 39-38c  
Horsehide leather (avg.) 45cN  
Better horsehide grades: 50cN

### Work Glove Leathers Mixed

Prices are mixed, just as the Washington news is concerning the possible price freeze coming this week.

Work glove splits are quotable around 23 to 24c for the top No. 1 grade, LM weight. No. 2's 22 to 23c, and 3's to 22c. This is a cent higher than previously quoted. Work glove manufacturers are now turning to

heavy production of Army gloves, and have curtailed production, to some extent, on leather gloves for civilian use.

### Tanning Materials Tight

Some raw tanning materials are in short supply and a number of quotations advanced this week. Wattle Bark is very scarce. Tanning Extracts unchanged.

#### Raw Tanning Materials

Divl Divl, shipment, bags	.....	.....
Wattle bark, ton	.....	.....
..... "Fair Average"	\$73.25	
..... "Merchantable"	\$70.75	
Sumac, 28% leaf	\$110.00-\$115.00	
Myrobalans, J. 1s	\$48.00	
Crushed (\$74.00) J. 2s	\$42.00	
R. 1s	\$49.00	
Valonia Cups, 30-32% guaranteed	\$62.00	
Valonia Beards	\$90.00	
Mangrove Bark, 30% Sq. Am.	\$55.00	

#### Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	.....	.....
Tank cars	3.75-4.00	
Barrels, c.l.	4.75	
Barrels, l.c.l.	5.10	
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	.....	.....
Bags, c.l.	10.32	
Bags, l.c.l.	11.02	
Cutch, solid Borneo, 55% tannin	.....	.....
Gambier Extract, 25% tannin	.06%	
bbis.	.09%	.12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	.0525	
bbis., c.l.	.05%	
Oak bark extract, 25% tannin, lb.	.....	.....
bbis. 6½-8%, tks.	.06%	
Quebracho extract	.....	.....
Solid, ord., basis 63% tannin, c.l.	.09	
plus duty	.09%	
Solid, clar., basis 64% tannin, c.l.	.08%	
Liquid, basis 35% tannin, bbis.	.17½	
Ground extract	.09	
Wattle bark, extract, solid (plus duty)	.05¼	.05%
Powdered super spruce, bags, c.l.	.01¼	
.05¼; l.c.l.	.09%	
Spruce extract, tks., f.o.b. wks.	.09%	
Powdered valonia extract, 63% tannin	.....	.....

#### Tanners' Oils

Castor oil No. 1 C.P. drs. l.c.l.	.....	.....
Sulphonated castor oil, 75%	.....	.....
Cod oil, Nfd., drums	1.45	
Cod, sulphonated, pure 25% moisture	.17½	
Cod, sulphonated, 25% added mineral	.16%	
Cod, sulphonated, 50% added mineral	.15%	
Linseed oil tks., c.l. zone 1	.205	
drums, l.c.l.	.219	
Neatsfoot, 20° C.T.	.43	
Neatsfoot, 30° C.T.	.39	
Neatsfoot, 40° C.T.	.33	
Neatsfoot, prime drums, c. l.	.24½	
I. C. L.	.25½	
Neatsfoot, sulphonated, 75%	.26½	

Olive, denatured, drs. gal.	.....	\$2.30
Waterless Moellon	.....	.21
Artificial Moellon, 25% moisture	.....	.17
Chamois Moellon	.....	.14
Common degrass	.....	.12
Neutral degrass	.....	.23-.24
Sulphonated Tallow, 75%	.....	.19½
Sulphonated Tallow, 50%	.....	.14½
Sponging compound	.....	.15
Spilt oil	.....	.13-.15
Sulphonated sperm, 25% water	.....	.20
Petroleum Oils, 200 seconds visc., tks. f.o.b.	.....	.17
Petroleum Oils, 150 seconds visc., tks. f.o.b.	.....	.16
Petroleum Oils, 100 seconds visc., tks. f.o.b.	.....	.14

\*Quotations withdrawn

### NORZON "MOVED" TO MASSACHUSETTS PLANT

Impending defense production plans have compelled Behr-Manning to transfer its entire electro-textile division which produces Norzon fabrics for the shoe trade from Troy, N. Y., to Vertipile, Inc., Lowell, Mass.

Under terms of an agreement just signed between the two companies, Vertipile, Inc., is licensed to manufacture and sell all Behrlon micro-cut fibers and electro-coated fabrics, Norzon and Norlur, under its existing trade and brand names.

H. G. Seamon, general manager of Behr-Manning's Electro-Textile Division, revealed that all production equipment now in the Troy plant will be moved to Lowell without interrupting service. Production will continue under the supervision of Behr-Manning personnel, who will be permanently transferred to Lowell.

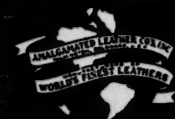
Seamon added that production will be under the general company guidance of Behr-Manning as the latter continues in partnership with Vertipile, Inc., for an extended period. No basic policy changes are expected.

Under the new arrangement, Phillips-Premier Corp. of Boston continues as exclusive national distributor of Norzon to the shoe trade.

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DELAWARE

## SPOT HIDE ACTIVITY SLOWS WITH APPROACH OF PRICE FIX

### Early "Big Four" Sales Reach 105,000 At Steady Prices

Calfskins very slow this week. Kipskins find sales at new prices. Other selections dull. Horsehides tight and strong. Sheep going up.

#### Packer Hides Mark Time

A dramatic week in the big packer hide market. Official news from Washington that price freeze definitely on way, perhaps even by press time. Washington announcement overshadowed week's activity in the spot hide market.

Total "Big Four" trading amounted to approximately 105,000 hides, with all four packers active. The week first opened with a big packer offering of 6,000 hides. It was a combination offering among which was light cows at 45½¢ for Chicago, Cedar Rapids and Albert Lea takeoff, up 2½¢ over the established market, along with Colorado steers at 36½¢, steady. No tanners would submit bids any higher than steady money.

The following day, other three big packers sold and allocated approxi-

mately 75,000 hides, all at steady prices. These sales included light cows at 43¢ for Chicago and Milwaukee takeoff, 43½¢ for heavy average River points, and 44¢ for light average River points. Also included were River and St. Paul native bulls at 30½¢.

Meanwhile, the packer who had offered the mixed lots of light cows and Colorados at 2½¢ up on cows and steady money on Colorados, reduced asking price by 1¢ on the light native cows to 44½¢. Still no sales. This packer reported selling 28,000 hides at steady prices, with the exception of light cows, which brought 44¢, another ½¢ lower than previous asking price. Actually, light cow price of 44¢ represents a 1¢ advance on Chicago takeoff, and ½¢ advance on Albert Lea and Cedar Rapids takeoff.

As this goes to press, packers and tanners are on the sidelines waiting for official word from Washington on general price freeze.

#### Calfskins Static

No new trading in packer calfskins. Market for Northern light is figured at 87½¢ FOB, heavies at 82½¢, the last trading basis. Rivers quotable at

80¢ for heavies, 85¢ for lights. Small packer untrimmed allweights quoted in a range of 75 to 80¢, city untrimmed allweights at 63 to 65¢, and country untrimmed allweights 46 to 48¢, according to quality, all carload quantities.

New York trimmed packer skins are higher, based on recent changes in the Midwestern market. New prices are \$5 for 3/4's, \$5.75 for 4/5's, \$6.75 for 5/7's, \$7.65 for 7/9's, and \$9.75 for 9/12's. Collector trimmed skins are figured at \$4.20, \$5, \$6, \$7, and \$9 respectively for similar weights. All quotations nominal.

Big packer regular slunks quoted at \$4, some business done late last week, about 15,000 skins, on that basis. This is a 25¢ advance on the market for regulars.

#### Kipskins Advance

Kipskins up 5¢ in trading late last week, about 15,000 skins moved on a basis of 65¢ for kip and 60¢ for overweights, basis native, brands 2¢ less. Market for kip good, few skins around. Small packer kipskins quotable at 57 to 59¢, country untrimmed kip is quoted at 45 to 47¢.

New York trimmed packer kipskins quotable at \$11 nominal for 12/17's, \$13.25 nominal for 17's and up. Collectors quoted at \$10 and \$11 respectively, nominally.

#### Small Packer Hides Slow

While some scattered business is going on in small packer hides, details are carefully guarded and price ideas are left to one's own judgment

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AND LIME  
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### QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	39 1/2-43 1/2	39 1/2-43 1/2	34 -38	20 -23
Ex. light native steers	46	46N	40 1/2N	27
Light native cows	43 -44	43 -44N	37 1/2-38 1/2	24 -25 1/2
Heavy native cows	40 1/2-41	40 1/2-41	35 -35 1/2	19 1/2-20
Native bulls	30 1/2	30 1/2-31N	25 -25 1/2	16 1/2
Heavy Texas steers	37 1/2	37 1/2N	31 1/2	17 1/2
Light Texas steers	41 1/2	41 1/2N	36	21
Ex. light Texas steers	43 1/2	43 1/2N	38N	23
Butt branded steers	37 1/2	37 1/2N	31 1/2	17 1/2
Colorado steers	36 1/2	36 1/2	31	17
Branded cows	40 -40 1/2	40 -40 1/2	34 1/2-35	20
Branded bulls	29 1/2	29 1/2-30	24 -24 1/2	16 1/2
Packer calfskins	82 1/2-87 1/2	82 1/2-87 1/2	77 1/2-82 1/2	56 -70
Chicago city calfskins	63 -65	63 -65	59 -61	40
Packer kipskins	65	65B	60	42 1/2
Chicago city kipskins				30

### HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Jan. 25	Close Jan. 18	High For Week	Low For Week	Net Change
April	33.25B	35.00B	35.00	35.00	-175
July	31.90	34.20T	33.00	31.60	-230
October	31.00	34.50B	31.00	31.00	-350
March	34.05	36.30B	36.00	34.00	-225
June	33.01T	34.95B	33.55	32.21	-194
January	30.75N	32.25N			-150

Total Sales 182 lots



of "what might have happened." The "open" market very slow because of tanners' desire to ride market out until such time as price controls are fully defined and the market settled down to some definite pattern.

While some of these "premium" sales are being made to buyers who are in dire need of rawstock, general market level is considered on a basis of 41c selected for 48/50 lb. average Midwestern allweight native steers and cows. Tanners have paid 40c selected on the reported market, but, as mentioned, some of the quiet trades have been at considerably higher levels.

In the Southwest, sellers are figuring about 43 to 44c flat for 40/42 lb. average, these light hides in very good demand usually, although the interest picture is badly distorted because of the insecurity of the price control picture.

#### Country Hides Dull

The "practical" market for country hides is called 36 to 36½c flat for trimmed 48/50 lb. average country allweight hides, 1's and 2's, for the buyers' market, and 1c higher for the offering prices. Other weights are figured from this level. No reported trading recently, which keeps accurate market ideas behind a well confused screen. Tanners inclined to sit back and do nothing until there is a clearing of the clouds of uncertainty in the direction of price controls and the following market level. Some trading done, but tanners prefer not to let their operations be known due to the fancy prices paid.

#### Horsehides Up

Whole horsehides up approximately another 50c due to lack of supplies and strong demand.

Good quality 65/70 lb. Northern trimmed horsehides quotable in range of \$15.00 to \$15.50, in carload lots, FOB shipping points. Lighter weights, averaging around 60 lbs., bring about 50c less.

On an untrimmed basis for Northern production horsehides, averaging approximately 65/70 lbs., prices are about \$16.50 to \$17.25, depending upon size and quality.

Fronts are strong at \$10 to \$11.00, with the market rather slow on butts at prices quoted \$4.75 to \$5.00, basis 22 inches and up.

#### Sheep Pelts Advance

Further advances scored on both No. 1 shearlings and pickled skins. Big packer Fall clips sold this week at \$7.50, No. 1 shearlings at \$5.75, No. 2's at \$3.75, with 3's quiet and nominal at \$2.50.

Big packer pickled skins sold at

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\$18.50 per dozen, although higher money now asked. Packers say if supplies were available, higher money than the \$18.50 level could easily be obtained.

January Interior Western lamb pelts quotable in range of \$10.50 to \$11.00 per cwt., liveweight basis.

### Goatskins Tight

Goatskin prices continue to rise at origin with offerings light. As usual, European buyers keep market strong.

Last sales in 1200 lb. Amritsars at \$14.00-\$15.00 per dozen, c&f as to shipper. Southern Indias bring \$15.00-\$15.25, basis 1.70/1.80 lbs. with shippers now asking \$15.50. Calcutta market firm. Mozufferpores at \$15.00, Calcutta Kills at \$17.00, and Daccas at \$21.50, all with 20% smalls. These prices have now been raised again.

Genuine Batis last sold at \$18.00-\$18.50; Bati types at \$17.00. Addis-abbabas last sold at \$14.00 but \$1 additional now asked. Eritreans moved recently at \$11.50.

Shade dried Kenya and Tangan-yika goatskins last sold at \$16.00-\$16.50 with unconfirmed reports of trading up to \$17.00. Red Kanos goatskins recently brought \$1.50 per lb., basis the primes but this is now \$1.55 at least with offerings few and far between.

### Dry Sheepskins High

A little business going on although volume restricted due to price differences of buyers and sellers. Prices have been advancing but not enough, according to shippers, as they are still able to do better in Europe.

Some trading in dry salted Eritrean sheep around \$12.00 per dozen, c&f for 100 kilos. Sellers asking from \$10.50 up for flint dry countries, 90 kilos, which buyers consider too high. Good demand for Mocha blackheads for friezing and sales passing at \$1.50 per lb. for primes and \$1.00 for seconds. Following sales of Addis-abbaba slaughterers' at \$14.50, shippers advanced their ideas to \$15.25.

Brazil cabrettas firm and advancing as shippers claim they have relatively few skins to offer. Cape gloves higher and while American buyers were willing to pay close to \$26.50 per dozen, cables from primary points report England had paid up to 200 shillings or around \$28. No new offers of Nigerians, Mombasas or dry salted Sudans.

### Reptiles Slow

Prices have firmed up but only buyers who are in need of raw stock, are operating as most tanners claim that they still have plenty of leather. Primary markets have strengthened and some shippers are withholding offerings. Reports that some Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, sold at 90c and 95c now asked, while skins averaging 4¾ inches held a nickel higher. A combined lot of the two sizes sold at \$1.00 and higher now asked. Cobras have also firmed up and skins running 4 inches up, averaging 4½ inches, 70/30, held at 60c and larger sizes 65-70c.

Calcutta oval grain lizards higher following sales with shippers asking 35c for 40/40/20 assortment, 90/10 selection. Continent said to be doing

most of the buying at origin. Some interest developing for Siam skins but buyers claim prices still too high. Offerings for shipment of aers, 8 inches up, averaging 2.8 kilos, at 20c and chouyres at 45c.

Alligators and crocodiles very high. Europe said to be paying \$1.50-1.70 an inch as against most buyers' ideas here around \$1.05-1.10 and possibly up to \$1.25 for choice lots. Brazils also stronger but due to restricted offers, trading has fallen off. Last sales back cut tejus, 20/60/20, at 82c fob and giboias at 92c fob, but present indications are higher.

### Foreign Calfskins

The season about drawing to a close for New Zealand freezer calf with last sales to Europe at 83-84 pence equivalent to 96¼-98c and sellers now ask \$1.00 per lb.

### Pickled Skins Active

More trading of New Zealanders with "Imlay" North Island sheep going at 215 shillings and "Gisborne" at 190 shillings. North Island lambs sold at 114-115 shillings and South Islands at 116 shillings. Iranian pickled skins sold at \$17.25 while large orders at \$17 refused as said to be selling to Europe. Turkish pickled skins 95/105 feet held at \$19.50.

### Deerskins Strong

Primary markets advancing steadily since the government has taken over skins for military gloves. Brazil "jacks" selling at from \$1.00-1.10, basis manufacturers. Not too many offers received. New Zealanders also higher with sellers' ideas \$1.50-1.55 per lb.

Chinas said to be too high for this market with few available. Offers of South and Central American descriptions with shippers usually asking for bids. Domestic market has been advancing and over \$5.00 paid for good midwestern lots. Some tanners slow to follow the steadily rising market.

### Pigskins Lag

Not too much business, mainly due to lack of offerings. Selling quarters report some quiet trading in Peruvian peccaries. It would take bids of \$3.10-3.15, basis manufacturers, to obtain greys with usual reduction for blacks. Argentine black jabalies sold at \$2.80 c&f, while greys are nominally quoted at \$3.00.

Very few offers from Brazil with last Manaus greys held at \$3.10 fob, basis importers. More business in Paras although sellers have firmed up following late sales.

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# SHOE WORKERS' AVERAGE HOURLY EARNINGS—SEPT. 1950

Straight-Time Average Hourly Earnings (1) In Selected Occupations In Footwear Manufacturing, By Process and Wage Area, September 1950

## Women's Cement Process Shoes—Conventional Lasted New England

Occupation and sex	Auburn-Lewis-ton, Maine	Boston, Mass.	Haver-hill, Mass.	Lynn, Mass.	South-eastern New Hamp-shire	Worcester, Mass.	New York, N. Y.	Missouri (except St. Louis)	St. Louis, Mo.	Los Angeles, Calif.
<b>Plant occupations, men</b>										
Assemblers for pullover, machine	\$1.72	\$1.67	\$1.71	\$1.82	\$1.55	\$1.69	\$2.03	\$1.27	\$1.61	\$1.85
Bed-machine operators	1.62	1.54	1.88	1.64	1.67	1.66	2.12	1.40	1.62	1.73
Cutters, vamp and whole shoe, hand	(*)	(*)	(*)	(*)	(*)	(*)	2.30	1.33	1.69	(*)
Cutters, vamp and whole shoe, machine	1.59	1.67	1.67	1.62	1.50	1.64	1.51	1.33	1.57	1.88
Edge trimmers, machine	1.91	1.91	1.78	1.63	1.75	1.75	2.55	1.44	1.85	1.68
Fancy stitchers	(*)	1.70	(*)	(*)	(*)	(*)	2.22	(*)	(*)	1.48
Floor boys	.77	.87	.83	.86	.89	.83	.94	.85	1.00	.99
Mechanics, maintenance	1.71	2.00	1.72	1.84	1.60	1.67	(*)	1.41	1.54	1.71
Side lasters, machine	1.80	1.74	1.90	1.57	1.63	1.63	2.15	1.45	1.66	1.83
Sole attachers, cement process	1.48	1.53	1.64	1.79	1.52	1.48	2.23	1.15	1.48	1.65
Top stitchers	(*)	1.84	(*)	(*)	(*)	(*)	2.04	(*)	(*)	(*)
Treers	1.43	1.59	1.65	1.52	1.45	1.35	1.93	1.31	1.65	(*)
Vampers	(*)	(*)	(*)	(*)	(*)	(*)	2.12	(*)	(*)	(*)
Wood-heel-seat fitters, hand	(*)	(*)	(*)	1.79	(*)	(*)	1.98	1.17	1.65	(*)
Wood-heel-seat fitters, machine	1.59	1.63	1.48	1.69	1.38	1.59	1.91	1.04	1.74	(*)
<b>Plant occupations, women</b>										
Fancy stitchers	1.16	1.37	1.25	1.13	1.13	1.14	1.66	.94	1.20	1.48
Floor girls	.91	.98	.95	.96	.91	.94	1.04	.93	.95	1.02
Top stitchers	1.29	1.60	1.31	1.25	1.16	1.23	(*)	1.05	1.27	1.53
Treers	(*)	(*)	(*)	(*)	(*)	(*)	(*)	.97	1.37	(*)
Vampers	1.45	1.77	1.24	1.24	1.08	1.16	(*)	1.00	1.32	1.52
<b>Office occupations, women</b>										
Clerks, payroll	.78	.93	.87	.89	.83	.81	1.16	.92	.87	1.08
Clerk-typists	(*)	.90	(*)	.83	.84	(*)	1.02	.79	.87	(*)
Stenographers, general	.87	.95	.91	.87	.86	(*)	1.27	.92	1.04	(*)

## Women's Cement Process Shoes — Slip Lasted

## Men's Goodyear Welt Shoes

## Children's Goodyear Welt Shoes

## Children's Stitchdown Shoes

	Missouri (except St. Louis)	St. Louis, Mo.	Los Angeles, Calif.	Brock-ton, Mass.	Worcester, Mass.	Ill.	South-eastern Pennsylv-ania	New York, N. Y.
<b>Plant occupations, men</b>								
Assemblers for pullover, machine				\$1.69	\$1.47	\$1.71	\$1.39	
Bed-machine operators				1.51	1.47	1.79	1.35	
Cutters, vamp and whole shoe, hand	(*)	\$1.58	\$1.92	1.47	(*)	1.87	1.10	(*)
Cutters, vamp and whole shoe, machine	\$1.13	1.43	1.92	1.66	1.57	1.62	1.22	\$1.83
Edge trimmers, machine	1.36	1.64	2.18	1.89	1.76	1.85	1.35	1.92
Fancy stitchers	(*)	(*)	1.66	(*)	(*)	(*)	(*)	2.01
Floor boys	.94	(*)	(*)	(*)	(*)	.87	.78	.84
Goodyear stitchers				1.65	1.56	1.68	1.17	1.89
Mechanics, maintenance	1.33	1.35	1.65	1.68	1.59	1.49	1.33	(*)
Platform-cover lasters	1.01	1.54	1.80					
Side lasters, machine				1.57	1.53	1.61	1.21	
Sock-lining stitchers	(*)	(*)	1.85					
Sole attachers, cement process	1.32	1.42	1.64					
Thread lasters								2.17
Top stitchers	(*)	(*)	1.52	(*)	(*)	(*)	(*)	1.84
Treers	(*)	1.21	(*)	1.43	1.44	(*)	(*)	(*)
Vampers	(*)	(*)	(*)	1.42	1.24	(*)	(*)	1.83
<b>Plant occupations, women</b>								
Fancy stitchers	.87	.91	1.54	1.12	1.13	1.13	.98	1.45
Floor girls	1.00	.95	(*)	.90	.89	.96	.87	.98
Platform-cover stitchers	1.07	1.15	1.94					
Sock-lining stitchers	1.07	.97	1.75					
Top stitchers	.94	.98	1.61	1.11	1.09	1.24	1.02	1.42
Treers	1.09	1.17	1.26	(*)	(*)	1.18	.85	1.09
Vampers	.80	.98	(*)	1.42	1.19	1.31	1.01	1.49
<b>Office occupations, women</b>								
Clerks, payroll	.88	1.17	(*)	.88	.86	(*)	.98	1.29
Clerk-typists	.78	.84	(*)	(*)	(*)	.95	.93	(*)
Stenographers, general	.92	(*)	(*)	.86	.90	(*)	.96	(*)

(1) Excludes premium pay for overtime and night work.

(\*) Insufficient data to permit presentation of an average.

# NEWS QUICKS

About people and happenings coast to coast

## Illinois

- **Youngsters Shoes, Ltd.**, children's shoe manufacturer of Chicago, has been merged with **Monarch Shoe Co.**, also of Chicago. The latter makes infants' and children's footwear. The consolidated companies will operate under the style of **Monarch-Youngsters Shoes, Inc.**, at 2331 N. Washtenaw Ave., Chicago.
- **Warren L. Swett**, who recently retired as director of sales in the hide department of **Cudahy Packing Co.**, Chicago, has joined **M. Ascheim & Co.**, Chicago hides and skins broker. Swett has been associated with Cudahy for the past 46 years. **Warren Wittman** succeeds him as supervisor of sales in Cudahy's hide department, assisted by **George Boekhoff**.

## Massachusetts

- **Harold Naidus** has been appointed director of research at **American Polymer Corp.**, Peabody. He will supervise the firm's expanding chemical research program. **Max Potash** has been named chief engineer and will be in charge of process development and design.
- **Dr. Ralph T. Nazzaro**, Associate Professor of Forest Chemistry at the Syracuse University College of Forestry, has been appointed director of research for **Texon, Inc.**, South Hadley Falls and Russell. He has been previously associated with **Premoid Products, Inc.**, Mellon Institute of Industrial Research, and **American Resinous Chemicals Corp.**
- **David J. Silver**, New York shoe executive, has joined **Geo. E. Keith Co.**, Brockton, as sales manager of the women's division. He has been associated with **Florsheim Shoe Co.**, I. Miller & Sons, Inc., and many other prominent firms. **Harold W. Copeland** continues as vice president and general sales manager at Keith.
- Auction sale of assets of **Squaw Mountain Moccasin Co.**, Boston moccasin manufacturer, brought a total of approximately \$25,000, it is reported.
- Sale of assets of **Le Bon Shoes, Inc.**, Malden footwear manufacturer, brought approximately \$19,000, it is reported.

• Adhesive manufacturers whose production is hampered by short supply of Polyvinyl Acetate Emulsions will be interested in obtaining Data Sheet A-33, covering general purpose emulsions, which has just been issued by **American Resinous Chemicals Corp.**, Peabody.

• **Edward Vermette** of **Kiddie Kraft Shoe Co.**, Haverhill, has taken over business of **Evelyn Shoe Co.**, Lynn. He will carry on the firm's business in Haverhill under the name **Velda Shoe Co.**

• **Leonard Eagan** has resigned as assistant manager of **Bissell Leather Co.**, Salem, and joined **Tom O'Keefe Leather Co.** of Salem and Beverly.

## Pennsylvania

• **Lauretti's Products, Inc.**, Carlisle manufacturer of women's footwear, is reported to have filed a voluntary petition in bankruptcy.

## Wisconsin

• **Western Leather Co.**, Milwaukee tanner and manufacturer of heels and counters, held its second annual sales conference at the home office in Milwaukee on Jan. 17-18. The firm now has 22 sales representatives, all members of **Western Leather Associates**, which recently elected **John F. Thomas** as head of the group for 1951. All departments of the company reported increases in both dollar and unit sales for 1950.

## New Jersey

• **Garden State Shoe Co.**, Paterson, has added a special department to handle production of a new line of ballerina slippers. **James Inzalaco** is in charge of all production at the firm.

## Texas

• The **National Hide Association** has set the date for its coming Texas meeting for Feb. 10 at 10:00 a.m. at the Cactus Hotel, San Angelo. **Omer Dreiling** of San Angelo By-Products, Inc., regional chairman for the NHA, will be in charge. The meeting is open to all dealers, brokers, renderers, packers and tanners.

## New York

• **Inter-American Leather & Hides Co.** has been organized at 69 Gold St., New York, to represent foreign and domestic tanners, to buy and sell for foreign account upper and sole leathers, and as hides and skins brokers. **Larry L. Lowinger** and **Friedrich Roland** are principals.

• **General Dyestuff Corp.**, New York, has released circular GDC-320 covering Dyestuffs and Chemical Specialties for Shoe Dressings, Dyes and Polishes.

• **Meltzer-Keller, Inc.**, was recently incorporated to manufacture ladies' play shoes and men's slippers at 27 W. 24th St., New York.

• **Helene Shoes, Inc.**, is now manufacturing high-grade ladies' footwear at 75 Roebling St., Brooklyn.

• **Ensemble Shoe Corp.** has filed articles of incorporation to make women's play shoes retailing at \$8.00. Address is 419 4th Ave., New York.

• **Lipare, Inc.**, has filed articles of incorporation to manufacture footwear and leggings at 47 W. 34th St., New York. **Francis X. Lipare** is principal.

• **Beverly Footwear, Inc.**, recently opened at 924 East 173rd St., Bronx, New York, are now selling shoes. The firm is tentatively planning to manufacture slippers within the next few months.

• **S. Rosen & Son, Inc.**, has filed articles of incorporation to manufacture ladies' play shoes and slippers at 57 Hope St., Brooklyn. Principals are **Sam** and **Ralph M. Rosen**.

• **George L. Smith**, president, treasurer and director of **G. R. Kinney Co.**, Inc., shoe chain, has accepted the chairmanship of the **Boots and Shoes Division** of the **Legal Aid Society's 1951 Fund Raising Campaign**.

• **Edwin R. Bartlett** has been elected chairman of the board and **R. Lindley Murray** promoted to president of **Hooker Electrochemical Co.**, Niagara Falls. Bartlett has been with the firm since 1907 and has served as president since 1945. Murray has been associated with Hooker since 1916. Both are active members of various chemical societies.

• **Milton R. Katzenberg** and **Walter S. Stern** have been elected as governors to the board of the **Commodity Exchange, Inc.**, of New York and will represent the hide group.

• Public auction sale of assets of **Ragley Shoe Corp.**, Brooklyn footwear manufacturer, was held Jan. 15 by the Collector of Internal Revenue on distraint warrants for unpaid taxes.

• **A. Burch Velsor**, president of **U. S. Leather Co.**, has announced that the natural gas well in Leidy Township, Clinton County, Pa., in which its wholly-owned subsidiary, Keta Gas & Oil Co., owns one-half interest, has been brought in.

• **Asher Shoe Co., Inc.**, has changed its name to **Miller Shoe & Rubber Co., Inc.**

• Consolidation of **Webster Cut Sole Co., Inc.**, and **Morris Feldstein & Son, Inc.**, leather wholesaler and cut sole firm in New York, has been effected, it is reported. The consolidated firm is known as **Morris Feldstein & Son, Inc.**, at 85 Gold St.

• **Duralast, Inc.**, hides and skin dealer at Huntington, is reported recently incorporated.

• **S.M.K. Marketing Corp.**, New York importer and exporter of footwear, is reported recently incorporated.

• Suit in the amount of \$249.48 for work, labor and services has been brought against **Carnation Lady Footwear Corp.**, New York footwear manufacturer, it is reported.

• **Crawford Shoe, Inc.**, was recently incorporated to manufacture shoes in Buffalo, it is reported.

• **Argo Bootery, Inc.**, was recently incorporated to manufacture footwear in Argo, it is reported.

• **Trans-World Shoe Corp.** has been formed to manufacture shoes and slippers in New York City. Principal is Dorothy Bach of 285 Madison Ave.

• **Barney Bros. Leather Co., Inc.**,

of New York has changed its name to **Netrap, Inc.**, according to Leo M. Warmflash.

• **Teddy Oster** has joined the staff of **Kaufman-Lieb, Inc.**, New York elk and side leather dealer.

• **Sam Gould**, well-known New York superintendent, has joined **Beckerman & Sons**, Auburn, Me., plant where casuals and stitchdowns are being made.

• **Iselin & Co., Inc.**, has announced promotion of personnel manager **Charles P. Yates** to assistant treasurer.

• **I. Miller & Sons, Inc.**, has con-

verted part of its Jersey City plant to the production of parachutes for the Air Force.

• **Thomas C. Wilson, Inc.**, Long Island City, has appointed **Tate Engineering and Supply Co., Inc.**, to handle sales of Wilson Tube Cleaners, Wilson-Dudgeon Tube Expanders and other Wilson items in Maryland.

## Canada

• **Greb Shoe Co., Ltd.**, Kitchener, Ont., manufacturer of men's shoes, has merged with **Valentine Martin Shoe Co.**, men's dress shoe manufacturer. The merged firms will be known as **Greb Shoe Mfg. Co., Ltd.**



700-YEAR-OLD QUEBRACHO TREE  
NEAR PUERTO CASADO

# TANIMEX CORPORATION

*Exclusive*

NORTH AMERICAN REPRESENTATIVES

OF

"SASTRE"

"CARLOS CASADO"

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"REX"

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# Your Name

*in the right place  
at the right time*

**L**EATHER and SHOES' BLUE BOOK offers a brisk short-cut to customer acceptance.

Advertisers whose policies require a medium of more than passing interest find the BLUE BOOK exactly suited to their type of selling program for it is constantly used in the shoe and leather industry. Through it, your product is assured the attention of this group of quality and volume buyers—focused upon *your name* when they're looking for the *product you sell*.

This Directory is preferred by these buyers because it has the greatest degree of accuracy and broadest scope, in the shoe, leather and leather goods field.

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LEATHER AND SHOES—The International Shoe and Leather Weekly  
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BOOKS: "Shoes — Pacemakers of Progress," "Tanning Processes," "Bank Loans to Shoe Manufacturers," "Economics of Cattlehide Leather Tanning," and "Podometrics."

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CHICAGO 6, U. S. A.

## Snyder

FOR QUALITY  
SHOE BUCKRAMS

- FAST MULLING
- GREATER RIGIDITY AFTER MULLING
- RAPID FUSING OF LINING AND UPPER

Ask your supplier for  
**SNYDER BUCKRAMS**  
Once Used — No Other Will Satisfy

**SAMPLES  
ON REQUEST**

SNYDER BUCKRAM CO. 621 RIVER ROAD  
CLIFTON, N. J.

## New York

• **Clarence B. Lyons and Mervin E. Lyon**, partners in **Lyons & Co.**, New York slipper wholesaler, have retired. The business has been sold to Bernard B. Roth and Vincent Cerullo, who will continue operations under the same firm name.

• **Burk-Sons Glove Mfg. Co., Inc.**, Brooklyn glove manufacturer, has filed petition for arrangement under Chapter XI of the Bankruptcy Act. Liabilities are listed at \$316,662, including \$281,949 unsecured, while assets are listed at \$130,900.

• **Sam Keats**, sales manager of **Gus Edelstein & Bro.**, New York shoe manufacturer, has been named executive vice president. Abe Bellois has been appointed a vice president.

## INDUSTRY MARKET REPORT

*(Continued from Page 8)*

Higher prices could conceivably inhibit an increase in production, although they rarely do. When prices go up, retailers usually anticipate further increases. This may not happen in shoes because there are men still active who remember 1919 and 1920. Believe it or not, shoe prices today are lower than they were then. That was before monthly figures on average factory value were collected, but shoe for shoe, and many of them haven't changed very much, the prices were higher then than they are now. If you don't believe it, dig out an old price list, if you have one, and check up on it yourself.

If controls on hides and skins are not immediately forthcoming, retailers may, and probably should, regard shoes as "hot goods." A "hot good" is like a hot potato. It will not hurt you if passed along quickly, but will burn if held very long.

Consumers will continue to wear only one pair of shoes at a time. They may buy an additional pair, but they will not hoard them long. During the last war everything I "hoarded" gave out just when the shortages were most acute. Last July and August, we had borrowed business, or anticipatory consumer purchasing, but it was shortly followed by disappointing retail sales. I discount anticipatory consumer buying completely. It is too short-term to matter. Production, I feel sure, will remain at the highest levels that materials and manpower



will permit, and there is no need to be worried about the fact that we will be making a few more shoes than we currently need.

The cattle kill last year was within one percent of what it was in 1949. It approximated 20 million head. In addition, we had a net import balance of three million head, compared with a net export balance of 154,000 head last year. Our hide supply was up roughly 15 percent. Shoe production increased only 3.5 percent. Hides ought not be scarce, but they are.

#### More Production in 1951

Calf slaughter was down about eight percent, but calf leather production did not show a comparable decrease. This year we should have an increased production of calfskins, and about the same output of cattle-hides.

The import prospects are less encouraging. Slaughter in the Argentine is off. The British have curtailed their meat purchases, because of a disagreement over price, and a long drought has ended in Argentina and ranchers are anxious to rebuild their herds. Furthermore, the Argentine Institute for Trade Promotion (IAPIT) is sold far ahead into their kill. Nothing but resales is available for shipment within six months, although purchases of three-quarters of a million hides were reported last week, after a new list was issued about 10 percent higher than the prices prevailing before. At the new prices, reject frigorifico steers, comparable to our own light native steers, would cost about 46c delivered at a tannery here. Dealers are buying them. All during the past year dealers have bought foreign hides, when tanners wouldn't touch them, and then sold them to tanners after prices went up here. The process may be repeated this year. There are not as many hides available, but the fact remains that this is the logical place for them to flow. We should get a substantial quantity, although we cannot expect to get as many as we got last year.

We are currently in a state of bewilderment about raw material prices. If E.S.A. hopes to roll hide prices back to December 1st, it will have to work fast.

Attached to this report is a week-by-week record of hide and skin prices since June 23. This helps to relate changes in various kinds of raw

materials to events as they unfolded. It also shows how the different types of raw stock have behaved compared with one another. This is brought out most clearly by the charts which put everything on a basis of June 23=100.

We are not as badly off as we think. It is somewhat consoling to read what Leon Henderson wrote in *Fortune* Magazine issued July 1941:

"Today there is no central planning, no central purchasing, and as yet no clear statement of requirements and resources. Priority powers are scattered. As of the end of May, no government officer, acting for both

defense and civilian needs, has given specific industries estimates of total requirements. This goes for machine tools, steel, aluminum, and magnesium.

"Until recently the very nature of the effort, one of preparedness by superimposition on business as usual, taken together with the unavoidably uncertain status of our relation to the conflagration, has made such decision impossible."

We did a good job then, and we will do a good job again. We are no worse off today than we were in 1941. Nobody is ever prepared for anything. You grow as you go along.

## PLEASE NOTE THAT PHRASE, "When Properly Chosen and Used"

Our ads for Polysans\* claim that they will produce better results on ANY skin and with ANY tannage *when properly chosen and used.*

Properly choosing them and putting them to work correctly is OUR job. Of primary interest to YOU, however, is that Polysans almost invariably produce superior finished results —have been doing so since 1946.

If you'd like to see what Polysans can do for you, we shall be glad to preside at the choosing and initial use phases, and as long thereafter as necessary. A letter, wire or call from you will get things started.

The results will be well worth the trouble, you can be sure of that.

\*Reg. U. S. Pat. Off.



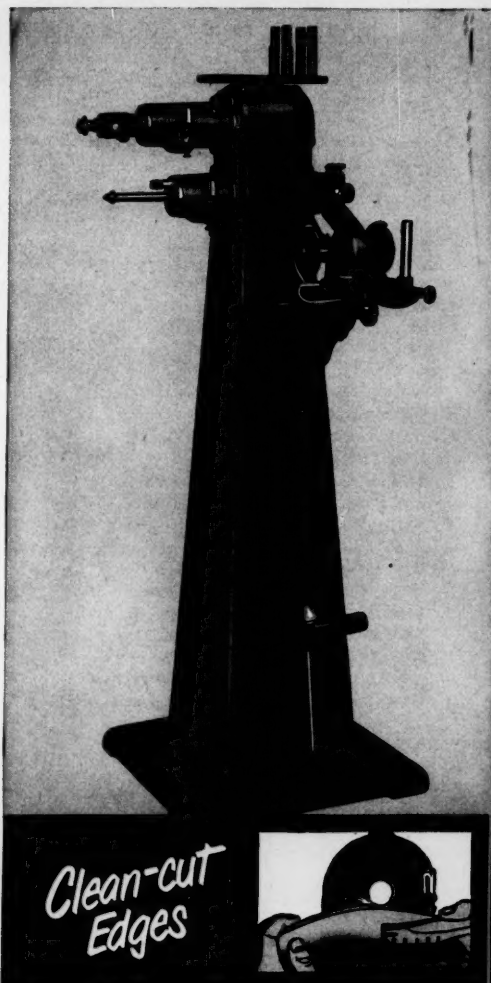
REILLY • WHITEMAN • WALTON Company  
CONSHOHOCKEN, PA.

# Whether you make or sell shoes consider these

## 3 Steps to Better Edge Making!

Well-made edges are one of the important details that improve shoe appearance. Edges with a well-defined profile . . . edges that are smooth, solid and rich in tone, complement the color and style of the upper.

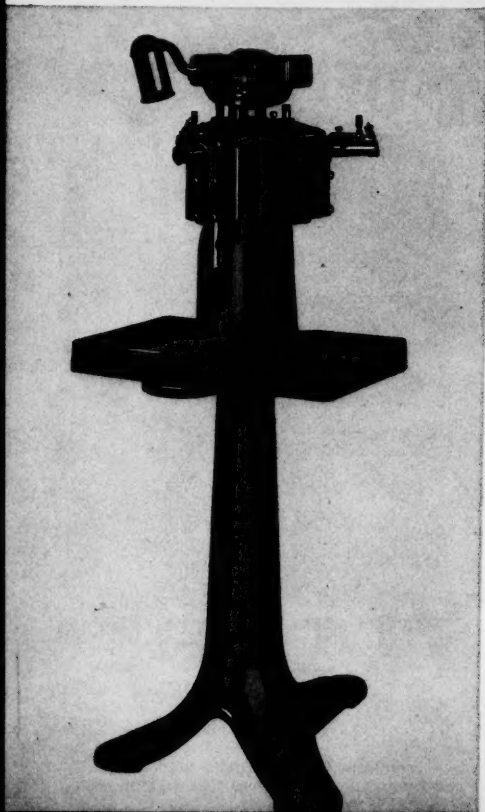
The three machines shown each contribute to better edge making. Each assures a higher level of machine performance. Each requires far less effort by the operator. Together they become a highly effective unit for the steady production of attractive edges. For complete details, contact the nearest United branch office.



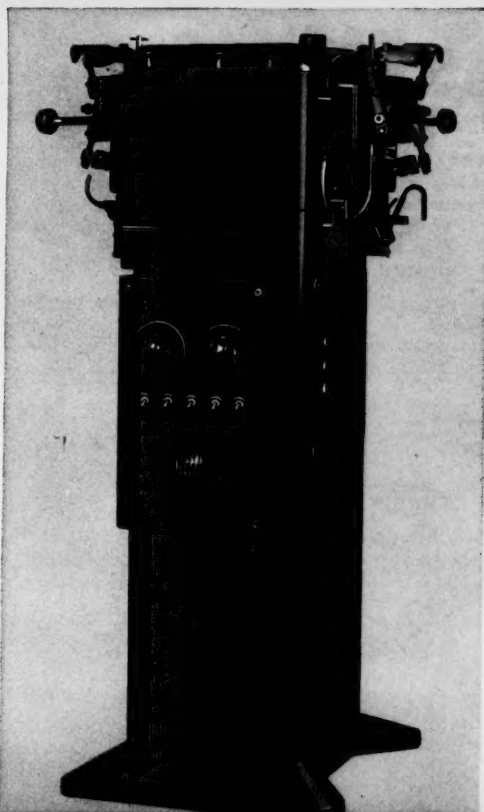
**USMC Edge Trimming Machine—Model L**

Smoother, highly accurate edge trimming at considerable time-savings over earlier equipment is assured by this high-speed machine. It makes possible great accuracy while requiring less skill, as proved in hundreds of installations. Freedom from vibration is attained by improved design of the entire shaft assembly with superior bearings . . . better lubrication . . . frequency-changer motors and no reciprocating parts.





*Uniformly  
Inked Edges*



*More Lustrous  
Edges*



#### **USC Sole Edge Inking Machine — Model A**

This machine offers for the first time superior mechanical inking of attached sole edges. The controlled ink flow results in more uniform inking and better finished edges. Results in greater cleanliness, too, with savings in the Bottoming, Treeing and Packing Rooms. Look for these advantages over hand work, particularly on women's close edge styles where the machine makes possible substantially more volume.

#### **USC Twin Edge Setting Machine — Model F**

This new machine is smoother 3 WAYS—in operation, in appearance and in the edge it produces. The iron makes 5600 strokes per minute—2200 more than preceding models and the shorter stroke greatly reduces vibration. Sets better edges more rapidly and with minimum operator effort and fatigue. Has balancing system for quiet operation. Either side of the machine can be shut off when not in use, thus reducing wear, maintenance and power consumption.

**MACHINERY CORPORATION**

**BOSTON  
MASSACHUSETTS**

# "AS EASY AS ROLLING OFF A LOG"

That's how easy it is to adjust the new, vastly improved, Randall Precision Splitter to obtain the exact thickness required and maintain an absolutely uniform split. So why struggle along with machines on which the "down" (unproductive) time required for adjustments is a substantial item of expense.

By introducing many new, exclusive mechanical features, Randall now makes it easy to split leather and other materials with a speed and accuracy never before possible, thus materially reducing production costs.

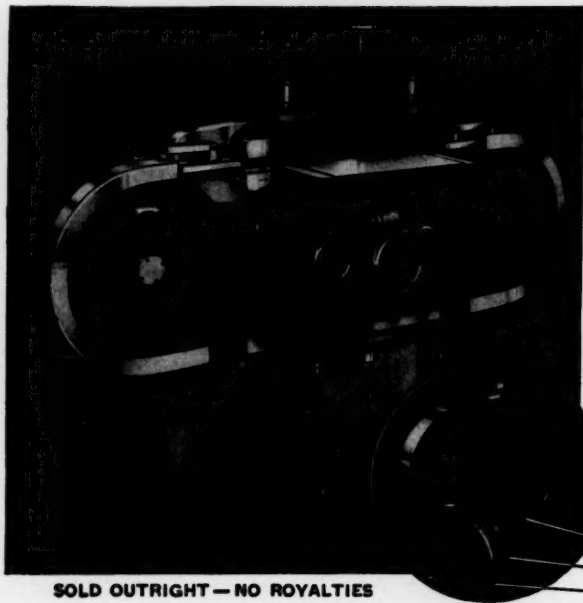


THE NEW

*Randall*

STRAIGHT TO THE MARK

*Band Knife* **SPLITTER**



**SOLD OUTRIGHT — NO ROYALTIES**

## DOES YOUR SPLITTING MACHINE HAVE THESE FEATURES?

**Independent Feed Roll Control** which makes it possible to stop the feed rolls instantly and reverse them if necessary.

**Individual Motor Drives** for each unit. This eliminates complicated gearing, thus reducing vibration to a minimum and making the machine practically noiseless in operation.

**A Tension Device** to keep the knife taut.

**A Knife Tension Indicator** to provide visual means of determining correct knife tension.

**Micrometer Adjustment** for determining exact thickness of the split.

**A 2-speed Gear Box** for operating Feed Rolls.

**A Universally Adjustable Head** to insure accurate alignment of the Feed Rolls with the Knife.

**A built-in Diamond Dressing Tool** for grinding the wheels.

**Sectional Feed Rolls** to insure uniform split.

Drum Alignment Adjusting Screw  
Knife Tension Indicator Rod  
Knife Tension Adjusting Wheel

SKIVERS  
CLICKERS  
CREASERS  
TRIMMERS  
SEWING MACHINES  
PUNCHING MACHINES

**THE *Randall* COMPANY**  
**LEATHER WORKING MACHINERY DIVISION**

Manufacturers of Leather Working Machinery Since 1858  
**3004 SPRING GROVE AVE., CINCINNATI, OHIO**

DIES  
PUNCHES  
BEVELERS  
SPLITTERS  
STRAP CUTTERS  
EMBOSSING MACHINES

## MERCHANDISING

(Continued from Page 12)

customers to learn what they can expect in the way of stock styles and plan his purchases accordingly. Regardless of size, shape or color, the catalog should be tailored to your needs and be a true representative of the quality of your product. That's all you need.

### Factory And Merchandising

Another phase of merchandising often overlooked is the part played by the production department. How does this department get into the picture? "Its only function is to make the shoes, and there its responsibility ends" is what the average manufacturer usually says. Many a business has been wrecked on this rock of ignorance or shortsightedness.

How many times have you heard a factory man say, "This customer doesn't know what he wants. We'd better make the shoe this way, it's better." This shows a decided lack of understanding of the customer's requirements and thereby presents a stumbling block to any sound merchandising program.

It is amazing how many inside executives don't seem to realize the great importance of the customer to the factory. This is not offered as a criticism of these executives. Many times the fault lies with the sales department and top executives for not including factory men in their sales meetings.

Merchandising from the factory angle definitely requires a thorough understanding between customer and factory. Sometimes factory costs can be cut through a change in a customer's order. But with these lower costs there sometimes comes a let-up in orders from certain retailers because they feel that the company is running the factory to please the production men rather than the customer. But the customer is the man who makes it possible for the factory men to buy those new cars, TV sets, new homes and all the luxuries that today's good living demands. Therefore it is absolutely necessary that shoe manufacturers take steps to see that a complete awareness of the customer's requirements and importance is drilled into everyone in the factory from super to sweeper.

In accomplishing this the sales department can be of inestimable help. In fact and in practice many salesmen go a long way in this direction. They call a meeting of the factory executives, purchasing de-



**N. BREZNER & CO., INC.**

BOSTON 11, MASSACHUSETTS  
TANNERY  
BREZNER TANNING CORPORATION  
PENACOOK, NEW HAMPSHIRE



**LYNN  
INNERSOLES  
PLATFORMS  
WEDGIES**

LYNN INNERSOLE CO., ALLSTON, MASS.

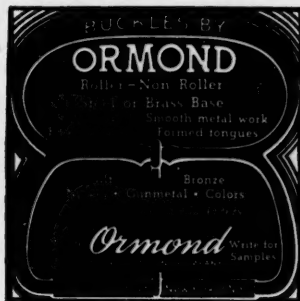
**Brazilian Leathers**

Ask

**Schlossinger & Cia. Ltda.**

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**Sao Paulo, Brazil**



Inquiries invited for  
**INDIAN VEGETABLE TANNED KIPS AND CHROME TANNED KIPS IN CRUST CONDITION.**

**EASTERN TANNERIES LTD.**

MAJID AHMAD ROAD

KANPUR, INDIA

**SANFORD**

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**Tanning Corp.**

Tanners  
and  
Finishers

**SHEEPSKINS  
SKIVERS  
GOATS • SPLITS**

also  
**CONTRACT  
TANNING**



partment heads, credit department, production department and foremen, at least once at the beginning of each selling season. At this meeting the samples are laid out and the sales-manager and styleman go over each of the new styles explaining why it is in the line, why it is made a certain way, the place it occupies in the line as a whole, and why it carries one strap instead of two, or has a double row of stitching instead of one, and other details that oftentimes mean more production problems, but which also make the difference between a good seller and a dud.

Another good idea is to see that the foremen meet and talk with every customer who might visit the factory. Nothing takes the place of personal contact, something of which there is entirely too little in our business.

The customer is important and while we agree that as far as shoe-making is concerned the skill and ability of the plant foremen cannot be questioned, the buyer knows what he can sell, what his customers want and should be listened to by all. You may say that all this is elementary, that every one in the shoe business knows and realizes the importance of these thoughts, and that it most certainly is not true of your own plant. Do a

little digging. You might be taking too much for granted.

One of the main merchandising factors is the selling of the product at retail. Shoes don't make money for anyone as long as they stay in the boxes.

All the problems of developing and making beautiful shoes avail nothing if the shoes are not presented to the ultimate consumer properly.

There are few other businesses whose success depends so much on the actions of the person on the fitting stool. The manufacturer can spend thousands of dollars advertising, selling and promoting, but there's little he can do to control the actual selling of his product. Many a good honest name is killed right here.

There are many conscientious and capable shoe retail sales persons, but for every one of these there are a dozen who haven't the slightest conception of what they are selling, and whose interest lies exclusively in the size of their commission check.

Some effort to rectify this is already being made. Your trade papers are doing yeoman service along educational lines for retail sales people, but they can't do it alone. The individual shoe manufacturer must do his

share with the cooperation of the retail store owners, who are fully aware of this situation and who will welcome help from their resources.

Your salesmen can be a considerable help in this problem. They can talk with the retail salesmen on their periodical visits; they can explain new details and leathers and in general give the salesmen an idea of the merchandise. Direct mail campaigns addressed to the sales people in the stores can also be of help; and best of all, a good course of training for the men and women who will meet your public.

### Salesmen, Not "Clerks"

You may have noticed that nowhere have we referred to those who sell shoes at retail as "clerks," this name does not apply and should never be used in spite of the fact that you hear them referred to as "clerks" more often than you do salesmen. They are just as much salesmen as your own travelling men. In fact, their job is more important to your success, for if they do not sell your shoes, your salesmen won't get any more orders. One of the best ways to stimulate interest is the personal letter from the manufacturer to the retail salesman. Let him know you think his job is important to you. He'll appreciate it.

Every man who knows the shoe business also knows that an appalling number of pairs of ill-fitting shoes are being foisted on the public every hour of every selling day. This weak link in our business must be strengthened, and someone, somewhere, and sometime is going to do it. In the other phases of merchandising we have been able to make concrete suggestions for improvement. But in this one all we can do here is to bring out the realization that this weakness exists and put it into the open where all the alert minds of the business can take a shot at it.

We're in a great industry, one of the oldest in our country, and it deserves a much greater respect from the general public than it has today, especially in these days of constantly rising prices. With the right understanding on the part of the buying public, every pair of shoes made will be cheerfully bought and worn regardless of price. Merchandising done correctly will show the wearers that shoes are really important, that they are worth every cent of the selling price. We're proud of our profession, let's make the world proud of it too.



**FLEXIBLE  
INNERSOLE SPLITS**

- Solid and firm tannage, but mellow enough to channel well.
- Uniform natural light color.
- Closely sanded flesh side.
- Consistently well-trimmed and uniform weight.
- Meeting all chemical and physical requirements to make a comfortable and long lasting shoe.



**LOEWENGART AND COMPANY**  
315 FIFTH AVENUE • NEW YORK 16, N. Y.

MANUFACTURERS OF GAIHNA LEATHERS



## SHIPPING

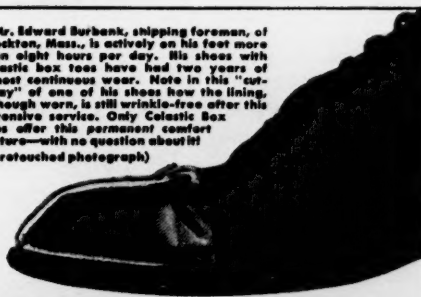
**is hard on the feet too!**

(but Celastic\* gives wrinkle-free comfort  
in heavy service)

Everyone knows that a busy shipping department foreman is on the go most of the day. People who make a living on their feet need the maximum comfort that the Celastic box toe provides day in and day out — for the wear life of the shoe.

Celastic eliminates the major cause of discomfort in the toe area — wrinkled or loose linings. It is accomplished by a unique fusion process whereby lining, box toe and doubler become one, locked-tight union. Specify Celastic in the shoes you make — get the repeat business that comfort assures.

Mr. Edward Burbank, shipping foreman, of Brockton, Mass., is actively on his feet more than eight hours per day. His shoes with Celastic box toes have had two years of almost continuous wear. Note in this "cut-away" of one of his shoes how the lining, although worn, is still wrinkle-free after this extensive service. Only Celastic Box Toes offer this permanent comfort feature—with no question about it! (Unretouched photograph)



**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS



\*CELASTIC is a registered trademark of the Celastic Corporation

## LEATHER DUST

(Concluded from Page 15)

duce coatings for furniture, etc., with greatly-increased wear resistance.

Leather-dust fillers for the aforementioned caulking compounds are fairly inexpensive, since they require comparatively little processing, but are principally advantageous only when fillers with superior toughness and inertness are required.

According to officials of Los Angeles Tanning Company, the cost of equipment for leather-dust processing could now be justified only by the very large companies which produce and discard large quantities of leather-scrap materials. However, requisite reclamation facilities could be made available to a majority of small firms on a cooperative basis. For example:

(a) One of several companies in a given locality could purchase reclamation equipment to process all scraps produced in the area—either paying moderate prices for scrap obtained from other firms (to permit merchandising for the dust through a single source), or else charging moderate prices for the necessary processing (to permit each

firm to use or sell its own reclaimed materials).

(b) Specialized leather-dust processors could be individually or co-operatively financed in various communities, so that a non-competitive company in each area could handle all reclamation and sales activities—paying modest prices to the companies that would ordinarily produce and discard their scraps.



Most observers are inclined to agree that the latter plan should be most practical—not only because specialized efforts must be made to develop the potential market for leather dust, but because specialized companies have been comparatively successful in similar work with other materials such as metals and paper.

Properties	Plastic Specimen with Wood-flour Filler	Plastic Specimen with Leather-dust Filler
Specific Gravity	1.25	1.15
Tensile strength		
psi	4,000	10,000
Modulus of Elasticity in Tension, psi x 10 <sup>5</sup>	5-7	8-9
Compressive Strength, psi	12,000	16,000
Flexural Strength, psi	9,000	15,000
Izod Impact Strength, ft. lb. per inch	0.3	0.6
Heat Distortion Temp., °F	250	250
Water Absorption	0.2	0.3
Burning Rate	Low	Chars—doesn't burn
Chemical Inertness	High	High
Pigmentation	Most Opaque Colors	Most Opaque Colors

—END—

## DERMABATE COMPOUNDS LIQUID EXTRACTS

HEMLOCK • OAK • MANGROVE  
STAINLESS SUMAC • ORDINARY SUMAC  
QUEBRACHO • RAPID TAN "G"  
SPECIAL DIPPING EXTRACTS

**LEATHER**  
YESTERDAY, TODAY  
ALWAYS

### AMERICAN EXTRACT CO.

Manufacturers of the Largest Variety of Vegetable Tanning Extracts

ESTABLISHED 1887

PORT ALLEGANY, PA.

#### REPRESENTATIVES:

McArthur Chemical Co., Ltd., 20 St. Paul St., West, Montreal;  
73 King St., West, Toronto  
Roy Wilson, Dickson Ltd., 7-8 Railway Approach, London, S.E.1  
Getz Bros. & Company, San Francisco, Calif.; New York City

## ARKOTAN

Reg. U. S. Pat. Off.

### A Universal Syntan

An all purpose syntan made in types suitable for vegetable, chrome, alum and formaldehyde tannages. Imparts a fine silky grain to the leather with increased roundness and improved tensile strength. An excellent mordant for dyeing calf and glove leather—produces an even color. A perfect pretanage for shearlings and all types of white leather.

Samples and Demonstrations Upon Request.

\*ARKANUM:—For efficient bating.

\*TETRANOL:—A highly efficient wetting agent.

\*Reg. U.S. Pat. Off.

## ARKANSAS CO., Inc.

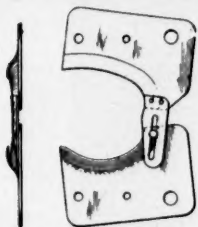
ESTABLISHED OVER 40 YEARS

NEWARK, N. J.

## NEW DEVELOPMENTS

(Concluded from Page 17)

a ridge has been overcome in the construction of the device illustrated.



This illustration of a detached pair of toe wipers gives the key to the improved construction. But first one must keep in mind the general picture of lasting a pre-welt, wherein the welt has to be straightened out through the medium of wipers whose flanges are convex. Where the wipers close together at the center of the toe, the upper stock is liable to pinching and scuffing.

But a closer study of this pair of wipers discloses the addition of an attached and slotted plate where the wipers subsequently join in process of lasting. It is this self-adjusting plate, of convex edge to conform to the wiper flanges, that prevents any scuffing or pinching as the wipers shape the shoe. Where there is no gaping between the wipers, there can be no pinching.

Source: Pat. No. 2,518,336; Harold B. Koch, Lititz, Pa.

## WATERPROOF SKI-BOOT

All openings usually formed by lacing holes are both internally and externally closed against snow and moisture in the construction and pattern of a ski-boot recently designed. The manner in which this is accomplished does not effect the necessary compression for the upper to fit the boot on the foot of the person wearing it.



The illustration shows the outer appearance of the boot, closed and with the closure member pulled away to disclose the full gusset tongue and the pattern of the closure, which

when in place for wear is held firmly by a strap which buckles at the top rear of the footwear.

It is claimed for this design that by tightening the straps and buckling them in place, about the ankle, the foot is completely guarded against snow and ice entering the forepart of the shoe, and protecting the arch and

instep effectively against intrusion of moisture. Certain modifications of this illustrated pattern are feasible, but the arrangement of the tongue, eyelets, protective tang and straps in one piece, and their closure, form the basis of the protective feature.

Inventor: Leon Rome, New York City; Pat. No. 2,494,964.

## Attention LARGE & SMALL USERS of WOOL GREASE!



DRUMS



CARLOADS

# Largest Recoverers

of

# Wool Grease

Since 1896



TANK CARS



WILLIAM *Whitman* COMPANY, INC.,

ARLINGTON DIVISION

261 FIFTH AVENUE, NEW YORK 16, N. Y.

Telephone: ORegon 9-1000

# HYDRODITE

Leather Finishes

Quality leather finish is one of the prime ingredients that contributes to the art of making fine leather.

Many years of experience together with uniformly high standards of production have helped to give HYDRODITE its respected position in the leather industry.

The producers of HYDRODITE invite you to make use of their research laboratory and technical staff.

BRANCHES: Drexel Bldg., Philadelphia;  
Union, N. J.; Salem, Mass.

## A. J. & J. O. PILAR

Leather Finish Specialists

CHAPEL ST. & LISTER AVE., NEWARK, N. J.



### **"Is it too late, Doctor?"**

Fortunately, it's *not* too late for more and more Americans who are going to their doctors *in time* ...at the first sign of any one of the seven danger signals which *may* mean cancer: (1) any sore that does not heal (2) a lump or thickening, in the breast or elsewhere (3) unusual bleeding or discharge (4) any change in a wart or mole (5) persistent indigestion or difficulty in swallowing (6) persistent hoarseness or cough (7) any change in normal bowel habits.

By showing Americans what they can do to protect themselves and their families against cancer, the American Cancer Society is saving thousands of lives *today*. By supporting science and medicine in the search for the causes and cures of cancer, the Society hopes to save countless more *tomorrow*. To guard yourself, and those you love, against cancer, call the nearest office of the American Cancer Society or address your inquiry to "Cancer" in care of your local Post Office.

**American Cancer Society**





## CLASSIFIED ADVERTISING

### Wanted and For Sale

#### Lines Wanted

LARGE NEW YORK JOBBERS, rated over \$100,000 in first column, are now seeking to take on regular commission lines of leather and sundry items.

We have a staff of five salesmen calling on N. Y., N. J., Conn. and Penn. Territory.

We occupy entire 6 floor building in the Heart of the N. Y. leather Swamp and in this business for over 25 years. Can arrange to carry samples, inventory, etc. Would like to hear from interested parties. Address M-10, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### SEDGWICK K. JOHNSON

Leather Chemist and Tanner

Research and Government Work a Specialty

E-4 19 Pingry Place, Elizabeth 3, N. J.  
Elizabeth 3-7336

#### For Sale at Low And Attractive Prices

Wool Blanket Ends

Wool & Cotton Blanket Ends

Cotton Blanket Ends

Canton Flannel Full Stock, also

Various Lengths, Jobs, Shorts

Imitation Leather Full Stock and Remnants

All Kinds & Colors & Weights

Also, Block Cuts

Book Binding Cloth Full Widths — In Rolls —

Various Colors

Felt — Rolls — Shorts — Remnants

Knitted Fabrics

Raw Materials — in Carloads or Small Lots.

A Building Full of Bargains.

We Just Keep Moving Our Stock.

Take Advantage of Our Low Prices.

Be One of Our Satisfied Customers.

We Guarantee Satisfaction.

Write for Your Needs — We Will Reply

Promptly and in Detail with Samples,

if necessary.

CENTRAL MERCANTILE CO.

217 Milwaukee Ave., Chicago 6, Ill.

#### Splits Wanted

WANTED: Chrome Shoulder Splits, 2 or more carloads; also Reject Pickle and Blue Splits, and Drop Splits. Send full descriptions and prices to

A-9,

c/o Leather and Shoes,

300 W. Adams St.,

Chicago 6, Ill.

#### Glove Plant Wanted

WORK GLOVE PLANT WANTED. Interested only for removal of all machinery, dies, and other equipment. Send full detailed list of machinery and types of gloves manufactured. Address A-10, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Machines for Sale

1 Slocumb Staking Machine, crated—\$300.00.

1 Steel inclined Bed Glazing Machine, uncrated—\$100.00.

Both in good condition. Reason for sale, need the space.

Julius Brand Leather Co.,

23 Camp Pl.,

Newark 5, N. J.

#### Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$3.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.

300 W. Adams St.

Chicago 6

#### Situations Wanted

#### Twenty Years War Are in the Making!

and

Elections Could Be Out!

"WE MUST make goods for defense at a rate that is without precedent" and "We must be prepared for a long pull."

So if your plant is in the State of Tennessee, Kentucky, Pennsylvania, Ohio, Indiana, Michigan, Wisconsin, Illinois, or Missouri and if you are going to make Government goods, and if you could advantageously use a two-fisted welt factory executive able to slug it out with a shop committee or a Federal inspector as well as being able to get along with your help, an interview may be arranged without expense or obligation. Just write now to A-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill. Say "Come and see us."

#### Tanner & Supt.

SITUATION WANTED as Tanner & Superintendent: Military leathers of all types, chrome & retan mechanical leathers, dress side & kip upper, and bag, elk in dress and work shoe, waterproof, latigo, lace, aniline, and semi-aniline in chrome and chrome retan. Vegetable linings, splits, and a variety of specialty leathers. Glove, garment, and sporting goods in sheep, goat, and deer skins. Very best references. Or would consider consulting work on military leathers to Gov't. specifications. Address Post Office Box 583, Fond du Lac, Wis.

#### Leather Man

40, twenty-two years factory and wholesale experience in very hard work. Perfect knowledge of sorting, handling, stocking, receiving, shipping, etc., of leather goods, also handling of customers. Want suitable job. Address A-11, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

## TABER PUMPS

• Have been meeting the special requirements of the Tannery since 1859. . . Write for Bulletin TP-629.

TABER PUMP CO

(Est. 1859)

300 Elm Street Buffalo, N. Y.

#### Production Manager

TANNER AND DYER of sheepskins, with complete knowledge of production of shawls, mouton and dyed sheepskins. Also labor, cost price, by-products and rawskins. Wants business connection. Willing to invest. Excellent references. Address A-11, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.



BLACK & COLORS

TENERIA "EL POPO" S. de R.L.

P.O.B. - 7674.

MEXICO, D.F. - MEXICO.

- SPRUCE EXTRACT
- POWDERED SUPER SPRUCE
- LACTANX

ROBESON  
PROCESS COMPANY

GENERAL OFFICES

500 Fifth Avenue

New York 16, N. Y.

OPERATING PLANT AT  
Erie, Pa.



WRINGER

THE only successful press that prepares Sole Leather for drum tanning, extracting and oiling.

Also prepares both bark and whole hides for the skiving and splitting machine.

Quirin Leather Press Co.  
Olean, New York

## Coming Events

Feb. 4-6, 1951—First 1951 Shoe Showing sponsored by Shoe Travelers Association of Chicago. Morrison Hotel, Chicago.

March 4-7, 1951 — Semi-Annual Allied Shoe Products and Style Exhibit for Fall. Hotel Belmont-Plaza, New York.

March 6-7, 1951 — Fall Leather Show. Sponsored by Tanners' Council of America, Inc. The Waldorf-Astoria, New York City.

April 15-18, 1951 — Fifth Annual Fall Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Hotel Statler and other leading St. Louis hotels.

April 15-19, 1951—Advance Fall Shoe Show. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine, Boston.

April 21-25, 1951 — Southeastern Shoe Travelers' Show, Biltmore, Hotel, Atlanta.

May 6-9, 1951—Fall Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Texas.

May 6-10, 1951 — Popular Price Shoe Show of America showing for Fall 1951. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 22-24, 1951 — Third Factory Management Conference, sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

May 27-29, 1951—Mountain States Fall Showing, sponsored by Mountain States Shoe Travelers Association. Albany Hotel, Denver, Col.

June 11-12, 1951—Seventh Annual Meeting of National Hide Association, Muehlebach Hotel, Kansas City, Mo.

June 11-14, 1951 — 1951 annual meeting of American Leather Chemists Association. Hotel Griswold, Groton, Conn.

Aug. 21-22, 1951 — Official Opening of American Leathers for Spring and Summer 1952. Sponsored by Tanners' Council of America. The Waldorf-Astoria, New York City.

Oct. 29-Nov. 1, 1951 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

## Deaths

### Kenneth S. Kirk

... 58, leather executive, died Jan. 17 in Peabody, Mass. At the time of his death, he was associated with United Finish Co. Previously, he had served as sales manager of the sheepskin division of A. C. Lawrence Leather Co. in Peabody. Surviving are his wife, a son, Howard A., and two sisters.

### Francis A. Buckley

... 63, tanning materials executive, died Jan. 18 of a heart attack while stopping at a Williamstown, Mass., hotel. He was New England representative and technical consultant of the tanners' division of Socony Vacuum Oil Co., and had lived in Beverly, Mass., for the past 30 years. Well-known in the tanning trade, he was a member of the New England Tanners' Production Club and various other organizations. He leaves his wife, Mary E.; and three daughters, Mrs. Carl F. Nelson, Jr., and the Misses Marion and Jeanne.

### G. W. Daugherty

... 88, tannery superintendent, died Jan. 12 at his home in Ridgway, Pa. He was a retired general superintendent of the former Elk Tanning Co., now the Keystone Tanning & Glue Co. in Ridgway. Daugherty joined the Elk Tanning Co. in 1899, was appointed general superintendent in 1924 and retired in 1939. He was a member of the Elks and other organizations. Survivors are two stepchildren.

### Sir Percy Daniels

... 75, prominent British leather expert, died Jan. 18 in London, England. Better-known throughout the British leather industry, he was chief of the British leather purchasing mission in the U. S. from 1917-1919.

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# DAVIS LEATHER INC.

TWO PARK AVENUE, NEW YORK 16, NEW YORK

R. A. Brea—Manager

Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade in an extensive range (162 shades) of Ultra High Style Colors.

## BABY CALF LEATHERS

BOSTON—Bergman & Brookhouse, 112 Beach St.  
ST. LOUIS—Geo. J. Bucher, 1802 Locust St.  
MILWAUKEE—H. I. Stewart, 918 North 4th St.  
SOUTHWESTERN STATES—O. B. Dahm Co.,  
1602 Locust St., St. Louis, Mo.

## DOMINION CALF LEATHERS

CINCINNATI—J. R. Kueven, 626 Broadway.  
CALIFORNIA—A. J. & J. R. Cook Co.  
LOS ANGELES—1220 Maple Ave.  
SAN FRANCISCO—237 Eighth St.

ENGLAND—Davis Canadian Leathers Ltd., 3 Granby St., Leicester

**TANNERY—DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA**

# Normil<sup>®</sup>

A  
LEATHER  
BY

*Greenebaum*

SHOE STYLED BY DIAMOND SHOE CO.



For dress wear the Diamond Shoe Company considers our Normil outstanding. A smooth sleek leather of full chrome tannage, it has a calf-like finish and rich appearance.



**J. GREENEBAUM TANNING COMPANY**

TANNERS IN CHICAGO AND NEWARK

Main Office 2047 N. Rockwell St., Chicago. Eastern Office 129 South St., Boston. Cable Address "Greenebaum"

**T**o keep high-quality shoes in a conservative price bracket—use . . .

# Empire KIPS



794  
ADMIRAL  
BLUE



735  
CHERRY  
RED



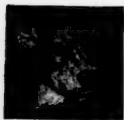
770  
BASQUE  
RED



BLACK



If you desire a fine versatile leather that combines high quality, fine appearance, and lasting wear at an acceptable price, we suggest EMPIRE KIPS in these four popular colors. It is an ideal leather for dress, everyday, or casual shoes for women, men and children.



AMERICAN HIDE and LEATHER COMPANY  
BOSTON